



# Business School Undergraduate Handbook 2018

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# Bachelor of Commerce, and Bachelor of Commerce and Bachelor of Advanced Studies

This section details the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies offered by the University of Sydney Business School.

| Course details                               | Bachelor of Commerce | Bachelor of Commerce and Bachelor of Advanced Studies |
|--|----------------------|---|
| <b>CRICOS code</b>                           | 012849G              | 093743B   |
| <b>Degree abbreviation</b>                   | BCom                 | BCom/BAdvStudies                                      |
| <b>Credit points required for completion</b> | 144                  | 192   |
| <b>Duration (full-time)*</b>                 | 3 years              | 4 years   |

\* Part-time study is also available for these degrees.

The Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies degrees have been designed in consultation with industry leaders, graduate recruiters, current students and alumni to provide students with a highly relevant and professional program of study. These degree programs place a strong emphasis on the key aspects of business and the practical knowledge you need to thrive in today's global market. The key features of the Bachelor of Commerce are as follows:

- Students receive a strong commercial grounding in the principal areas of business which will prepare them for a career in virtually any field.
- Students have the flexibility to combine specialist study in a wide range of disciplines, allowing them to tailor their degree to suit their career aspirations.
- Students are exposed to real-world business cases and experiences, exploiting the Business School's deep corporate connections, internationally renowned teaching, and global partnerships.

In addition, Bachelor of Commerce and Bachelor of Advanced Studies, allows students greater flexibility to complete additional study from a range of disciplines and advanced coursework, project work or honours study.





# Degree structures

## Degree requirements

### 1. Bachelor of Commerce

To qualify for the award of the Bachelor of Commerce, a candidate must complete 144 credit points, comprising:

- 24 credit points of degree core units of study;
- a major (48 credit points) or program selected from the Table A subject areas;
- a minor (36 credit points) or second major (48 credit points) selected from Table A or Table S;
- 12 credit points of units of study in the Open Learning Environment selected from Table O; and
- any additional elective units of study from Table A or Table S required to make up the 144 credit point total.

### 2. Bachelor of Commerce and Bachelor of Advanced Studies

To qualify for the award of the Bachelor of Commerce / Bachelor of Advanced Studies, a candidate must complete 192 credit points, comprising:

- 24 credit points of degree core units of study;
- a major (48 credit points) or program selected from the Table A subject areas;
- a second major (48 credit points) selected from Table A or Table S;
- 12 credit points of units of study in the Open Learning Environment selected from Table O; and
- a minimum of 24 credit points at 4000-level from Table A or Table S, including a research, community, industry or entrepreneurship project (12 to 36 credit points); and
- any additional elective units of study from Table A or Table S required to make up the 192 credit point total.

### Requirements for the Bachelor of Commerce and Bachelor of Advanced Studies with honours

To be awarded Honours, meritorious students complete 48 credit points of honours study in their fourth year of the Bachelor of Commerce and Bachelor of Advanced Studies. Students must complete the requirements of two majors, including the major in the discipline where they wish to undertake honours study, within the first three years of the combined degree to be eligible for honours study in their fourth year. Honours study is offered in most of the subject areas available to students enrolled in the Bachelor of Commerce and Bachelor of Advanced Studies.

For details of the specific requirements for entry into and for the completion of honours in this program, students should refer to [sydney.edu.au/business/honours](http://sydney.edu.au/business/honours).

## Dalyell stream

The Dalyell stream is a targeted stream for high achievers. Students who participate in the Dalyell stream are known as the 'Dalyell Scholars'. The Dalyell stream is named after a distinguished alumna of the University, Elsie Jean Dalyell (pronounced "Dee-el"). Elsie Jean Dalyell (1881-1948) was a distinguished medical graduate from the University of Sydney and she was also the first full-time female academic in our Faculty of Medicine. She was a pioneer resident medical officer at the Royal Prince Alfred Hospital, and following this she travelled to London on a scholarship where she served in the First World War, working as a senior clinician in a Vienna-based research team studying deficiency diseases in children. She was a leader in her field and it is in this spirit that the Dalyell Program has been developed.

Dalyell Scholars will need to maintain an AAM (annual average mark) of 75% to remain in this elite program which offers outstanding students the opportunity to engage in experiences that challenge them through a broader and deeper learning experience. The Dalyell stream will offer broad choice for talented students seeking to develop expertise beyond their discipline-specific skills with a focus on self-awareness, community contribution, leadership, innovation and creative solutions skills. The program will develop vision, adaptability, breadth of perspective, and a high level of capability in and across disciplinary and cultural boundaries.

As a Dalyell Scholar, students will have access to curricular and extra-curricular activities. These include, a three-stage mentoring program; a global mobility scholarship to assist with your global mobility experience; professional development in the form of master classes; insights from distinguished speakers; leadership development activities; and two exclusive Dalyell units (6 credit points each). In addition to these curricular and extra-curricular activities, with the permission of the Dalyell Program Director, students will have access to enrichment and accelerated units of study.

For further details regarding the Dalyell stream, please refer to the Interdisciplinary Studies Handbook.

## Degree core units of study

Students enrolled in the Bachelor of Commerce and the Bachelor of Commerce and Bachelor of Advanced Studies degrees must complete 24 credit points in core units of study - three 1000-level units and one 2000-level unit as follows:

- BUSS1000 Future of Business
- BUSS1020 Quantitative Business Analysis
- BUSS1030 Accounting, Business and Society





- BUSS2000 Leading and Influencing in Business

Details of these core units can be found in the Unit of study table - Table A and the Unit of study descriptions.

## Progression sequence for completing core units of study

Students must complete their core units in a set progression sequence. This is outlined below.

### (1) 1000-level core units of study

It is recommended that the 1000-level core units are completed as per the following progression sequences:

- *Full-time students:* All 1000-level core units must be successfully completed within the first year of enrolment in the recommended sequence set out in the tables under the Progression guides for this degree.
- *Part-time students:* All 1000-level core units must be successfully completed within the first two years of enrolment.

All students must complete BUSS1000 in their first semester of study.

### (2) 2000-level core unit of study

The core unit, BUSS2000 should be completed during the second year of study (full-time students) as reflected in the Progression guide.

## Open Learning Environment (OLE) units of study

Students enrolled in the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies are required to complete at least 12 credit points in units of study from the Open Learning Environment (OLE) to meet the requirements for their degree/s.

Details of available OLE units can be found in Table O in the Interdisciplinary Studies Handbook.

## Majors, minors and programs

A major consists of 48 credit points in 1000, 2000 and 3000-level units of study in a single subject area. A minor consists of 36 credit points in 1000, 2000 and 3000 level units of study in a single subject area. A program consists of 72 credit points in 1000, 2000 and 3000-level units of study in a single subject area. In some cases, 1000 and 2000-level units may be cross-credited across programs, majors or minors.

In the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies students must select one major or program from the Table A subject areas offered by the Business School to fulfil the requirements of their degree.

Students enrolled in the Bachelor of Commerce must also complete a minor or major from Table A or Table S (Interdisciplinary Studies) to meet degree requirements. Students enrolled in the Bachelor of Commerce and Bachelor of Advanced Studies must complete a second major from Table A or Table S.

### 1. Table A - Business School

#### (i) Programs

- Professional Accounting

#### (ii) Majors

- Accounting
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing

#### (iii) Minors

- Accounting
- Business Analytics
- Business Information Systems
- Business Law
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing

*Note. Students cannot complete a major and a minor in the same subject area. Students who wish to complete the Professional Accounting program cannot complete a secondary major or minor in Accounting.*

## 2. Table S - Interdisciplinary Studies (Shared pool)

Students enrolled in the Bachelor of Commerce and the Bachelor of Commerce and Bachelor of Advanced Studies can complete a secondary major or minor in a wide range of subject areas offered by the University of Sydney through shared pool of majors and minors. The following areas offer majors and minors in this shared pool: Architecture and Interaction Design; Arts and Social Sciences; Education and Social Work; Engineering and Information Technologies; Health, Medicine and Dentistry; Music; and Science, Agriculture, Environment and Veterinary Science.

The available subject areas for majors and minors and their requirements can be found in the Interdisciplinary Studies Handbook.

## Elective units of study

Students enrolled in the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies can complete elective units of study from the subject areas listed in Table A (Business School) and Table S (shared pool). The available units of study are listed in Table A of this handbook and Table S in the Interdisciplinary Studies handbook.

### Elective opportunities for especially for Commerce students

Students enrolled in the Bachelor of Commerce, and Bachelor of Commerce and Bachelor of Advanced Studies also have the opportunity to complete a variety of elective units working with industry and other community projects or exchange study at an overseas university

#### 1. Work Integrated Learning (WIL)

##### (i) Industry Placement Program (IPP)

Students who achieve a WAM of 65%+ across two semesters of full-time study (a minimum of eight units of study – 48 credit points) may apply for an assessable work integrated learning placement unit. Access to these units is subject to the availability of suitable placements, with available placements offered on a competitive basis, subject to WAM performance and an interview.

The Business School's Industry Placement Program (IPP) offers placement opportunities across the following areas:

- *Sydney* – placements with Sydney based organisations
- *Canberra* – placements in government and not-for-profit agencies
- *Regional NSW* – placements with regional organisations
- *International* – placements in Asia, Europe, South America and the USA

*Note: Placement units cannot be counted towards a major.*

Further information on the Industry Placement Program (IPP) can be found at: [sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program).

##### (ii) Community Placement Program (CPP)

The Community Placement Program (CPP) provides students with the opportunity to work with a diverse range of social businesses. Students who achieve a WAM of 65%+ across two semesters of full-time study (a minimum of eight units of study – 48 credit points) may apply for an assessable placement unit.

The Business School's Community Placement Program (CPP) offers placement opportunities in the following areas:

- *Local* – Sydney based social business projects
- *Rural* – social enterprise projects in regional areas
- *International* – social enterprise placements with CPP partners overseas

*Note: Placement units cannot be counted towards a major.*

Further information on the Community Placement Program (CPP) can be found at: [sydney.edu.au/business/study/opportunities/community\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/community_placement_program).

#### 2. Study abroad and exchange

Students enrolled in the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies have the opportunity to participate in the Study Abroad or Exchange program. The Business School is committed to supporting students personal and professional growth opportunities through international experiences. Therefore, we have agreements with many of the world's leading universities to enable students the opportunity to incorporate either an exchange program or semester of independent study abroad into their degree.

For further details regarding Study Abroad and Exchange, please refer the University of Sydney website.

#### 3. Other placements and opportunities

The Business School also offers other opportunities from time to time for students to participate in immersion programs, practicums or other placements such as the Remote and Rural Enterprise (RARE) program. For details of which opportunities are available to students, please visit the Business School website.



# Progression guides

## Bachelor of Commerce

### (1) Bachelor of Commerce - one major and one minor

The following table illustrates a generic degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce completing a major and a minor.

This example shows a major with a two 1000-level + two 2000-level + four 3000-level structure. Students who wish to complete a major with a two 1000-level + three 2000-level + three 3000-level structure would then replace one of the degree electives in Year 2 with a 2000-level unit for the major and one of the 3000-level units for the major in Year 3 with a degree elective. The same would apply for students choosing a minor with a different structure to that displaying in the example below.

*Note:* In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'.

| YEAR   | SEMESTER   | UNITS OF STUDY  |   |   |                                     | CREDIT POINTS |
|--------|------------|---|---|---|-------------------------------------|---------------|
| Year 1 | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                            | <b>BUSS1020<br/>Quantitative<br/>Business Analysis</b>            | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for minor | 24            |
|        | Semester 2 | <b>BUSS1030<br/>Accounting,<br/>Business and<br/>Society</b>      | <i>Open Learning<br/>Environment unit/s (6<br/>credit points)</i> | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for minor | 24            |
| Year 2 | Semester 1 | <b>BUSS2000<br/>Leading and<br/>Influencing in<br/>Business</b>   | 2000-level (Table A) for major                                    | 2000-level (Table A or S) elective                        | 2000-level (Table A or S) for minor | 24            |
|        | Semester 2 | <i>Open Learning<br/>Environment unit/s (6<br/>credit points)</i> | 2000-level (Table A) for major                                    | 2000-level (Table A or S) elective                        | 2000-level (Table A or S) for minor | 24            |
| Year 3 | Semester 1 | 3000-level (Table A) for major                                    | 3000-level (Table A) for major                                    | 3000-level (Table A or S) elective                        | 3000-level (Table A or S) for minor | 24            |
|        | Semester 2 | 3000-level (Table A) for major                                    | 3000-level (Table A) for major 1                                  | 3000-level (Table A or S) elective                        | 300-level (Table A or S) for minor  | 24            |
|        |            |   |   |   |                                     | <b>144</b>    |

*Note.* **BUSS1000**, **BUSS1020** and **BUSS1030** must be completed in a student's first year of study. Depending on the major chosen **BUSS1020** and **BUSS1030** can be completed in either semester in any order (i.e. **BUSS1020** in Semester 1 and **BUSS1030** in Semester 2 or vice versa) or both in Semester 1.

The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

### (2) Bachelor of Commerce - two majors

The following table illustrates a degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce completing two majors.

This example shows two majors with a two 1000-level + two 2000-level + four 3000-level structure. Students who wish to complete a major/s with a two 1000-level + three 2000-level + three 3000-level structure would then replace one of the degree electives in Year 2 with a 2000-level unit for the major and one of the 3000-level units for the major in Year 3 with a degree elective.

*Note:* In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'.

| YEAR   | SEMESTER   | UNITS OF STUDY  |   |   |                                       | CREDIT POINTS |
|--------|------------|---|---|---|---------------------------------------|---------------|
| Year 1 | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                      | <b>BUSS1020<br/>Quantitative Business<br/>Analysis</b>        | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for major 2 | 24            |
|        | Semester 2 | <b>BUSS1020<br/>Quantitative Business<br/>Analysis</b>      | <i>Open Learning Environment<br/>unit/s (6 credit points)</i> | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for major 2 | 24            |
| Year 2 | Semester 1 | <b>BUSS2000<br/>Leading and Influencing in<br/>Business</b> | 2000-level (Table A) for major 1                              | 2000-level (Table A or S) elective                        | 2000-level (Table A or S) for major 2 | 24            |
|        | Semester 2 | <i>Open Learning Environment unit/s (6 credit points)</i>   | 2000-level (Table A) for major 1                              | 2000-level (Table A or S) elective                        | 2000-level (Table A or S) for major 2 | 24            |



| YEAR       | SEMESTER   | UNITS OF STUDY                   |                                  |                                       |                                       | CREDIT POINTS |
|------------|------------|----------------------------------|----------------------------------|---------------------------------------|---------------------------------------|---------------|
| Year 3     | Semester 1 | 3000-level (Table A) for major 1 | 3000-level (Table A) for major 1 | 3000-level (Table A or S) for major 2 | 3000-level (Table A or S) for major 2 | 24            |
|            | Semester 2 | 3000-level (Table A) for major 1 | 3000-level (Table A) for major 1 | 300-level (Table A or S) for major 2  | 3000-level (Table A or S) for major 2 | 24            |
| <b>144</b> |            |                                  |                                  |                                       |                                       |               |

Note. *BUSS1000*, *BUSS1020* and *BUSS1030* must be completed in a student's first year of study. Depending on the major chosen *BUSS1020* and *BUSS1030* can be completed in either semester in any order (i.e. *BUSS1020* in Semester 1 and *BUSS1030* in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

### (3) Bachelor of Commerce (Dalyell stream) - two majors

The following table illustrates a generic degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce completing two majors.

Note: In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'. Dalyell units are in 'bold italics'.

| YEAR       | SEMESTER   | UNITS OF STUDY  |   |   |                                       | CREDIT POINTS |
|------------|------------|---|---|---|---------------------------------------|---------------|
| Year 1     | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                    | <b>BUSS1020<br/>Quantitative Business Analysis</b>        | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for major 2 | 24            |
|            | Semester 2 | <b>BUSS1020<br/>Quantitative Business Analysis</b>        | <i>Open Learning Environment unit/s (6 credit points)</i> | 1000-level (Table A) for major 1 OR Table A or S elective | 1000-level (Table A or S) for major 2 | 24            |
| Year 2     | Semester 1 | <b>BUSS2000<br/>Leading and Influencing in Business</b>   | 2000-level (Table A) for major 1                          | 2000-level (Table A) for major 2                          | 2000-level (Table A) for major 2      | 24            |
|            | Semester 2 | <i>Open Learning Environment unit/s (6 credit points)</i> | 2000-level (Table A) for major 1                          | <b><i>Dalyell unit</i></b>                                | 2000-level (Table A) for major 2      | 24            |
| Year 3     | Semester 1 | 3000-level (Table A) for major 1                          | 2000 or 3000-level (Table A) for major 1                  | <b><i>Dalyell unit</i></b>                                | 3000-level (Table A) for major 2      | 24            |
|            | Semester 2 | 3000-level (Table A) for major 1                          | 3000-level (Table A) for major 1                          | 2000 or 3000-level (Table A) for major 2                  | 3000-level (Table A) for major 2      | 24            |
| <b>144</b> |            |   |   |   |                                       |               |

Note. *BUSS1000*, *BUSS1020* and *BUSS1030* must be completed in a student's first year of study. Depending on the major chosen *BUSS1020* and *BUSS1030* can be completed in either semester in any order (i.e. *BUSS1020* in Semester 1 and *BUSS1030* in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

## 2. Bachelor of Commerce and Bachelor of Advanced Studies

### (1) Bachelor of Commerce and Bachelor of Advanced Studies - two majors

The following table illustrates a generic degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce and Bachelor of Advanced Studies completing two majors.

This example shows two majors with a two 1000-level + two 2000-level + four 3000-level structure. Students who wish to complete a major/s with a two 1000-level + three 2000-level + three 3000-level structure would then replace one of the degree electives in Year 2 with a 2000-level unit for the major and one of the 3000-level units for the major in Year 3 with a degree elective.

Note: In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'.

| YEAR   | SEMESTER   | UNITS OF STUDY  |   |   |   | CREDIT POINTS |
|--------|------------|---|---|---|---|---------------|
| Year 1 | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                        | <b>BUSS1020<br/>Quantitative Business<br/>Analysis</b>        | 1000-level (Table A) for<br>major 1 OR Table A or S<br>elective | 1000-level<br>(Table A or S)<br>for major 2 | 24            |
|        | Semester 2 | <b>BUSS1020<br/>Quantitative Business Analysis</b>            | <i>Open Learning Environment<br/>unit/s (6 credit points)</i> | 1000-level (Table A) for<br>major 1 OR Table A or S<br>elective | 1000-level<br>(Table A or S)<br>for major 2 | 24            |
| Year 2 | Semester 1 | <b>BUSS2000<br/>Leading and Influencing in Business</b>       | 2000-level (Table A) for<br>major 1                           | 2000-level (Table A or S)<br>elective                           | 2000-level<br>(Table A) for<br>major 2      | 24            |
|        | Semester 2 | <i>Open Learning Environment unit/s (6 credit<br/>points)</i> | 2000-level (Table A) for<br>major 1                           | 2000-level (Table A or S)<br>elective                           | 2000-level<br>(Table A) for<br>major 2      | 24            |
| Year 3 | Semester 1 | 3000-level (Table A) for major 1                              | 3000-level (Table A or S)<br>elective                         | 3000-level (Table A or S)<br>elective                           | 3000-level<br>(Table A) for<br>major 2      | 24            |
|        | Semester 2 | 3000-level (Table A) for major 1                              | 3000-level (Table A or S)<br>elective                         | 3000-level (Table A or S)<br>elective                           | 3000-level<br>(Table A) for<br>major 2      | 24            |
| Year 4 | Semester 1 | 3000-level (Table A) for major 1                              | 4000-level advanced project<br>unit                           | 4000-level (Table A or S)<br>advanced elective                  | 3000-level<br>(Table A) for<br>major 2      | 24            |
|        | Semester 2 | 3000-level (Table A) for major 1                              | 4000-level advanced project<br>unit                           | 4000-level (Table A or S)<br>advanced elective                  | 3000-level<br>(Table A) for<br>major 2      | 24            |
|        |            |   |   |   |   | <b>192</b>    |

Note. BUSS1000, BUSS1020 and BUSS1030 must be completed in a student's first year of study. Depending on the major chosen BUSS1020 and BUSS1030 can be completed in either semester in any order (i.e. BUSS1020 in Semester 1 and BUSS1030 in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

## (2) Bachelor of Commerce and Bachelor of Advanced Studies (Dalyell stream)

The following table illustrates a generic degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce and Bachelor of Advanced Studies completing two majors.

Note: In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'. Dalyell units are in 'bold italics'.

| YEAR   | SEMESTER   | UNITS OF STUDY  |   |   |   | CREDIT POINTS |
|--------|------------|---|---|---|---|---------------|
| Year 1 | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                        | <b>BUSS1020<br/>Quantitative Business<br/>Analysis</b>        | 1000-level (Table A) for<br>major 1 or elective | 1000-level<br>(Table A or S)<br>for major 2       | 24            |
|        | Semester 2 | <b>BUSS1020<br/>Quantitative Business Analysis</b>            | <i>Open Learning Environment<br/>unit/s (6 credit points)</i> | 1000-level (Table A) for<br>major 1 or elective | 1000-level<br>(Table A or S)<br>for major 2       | 24            |
| Year 2 | Semester 1 | <b>BUSS2000<br/>Leading and Influencing in Business</b>       | 2000-level (Table A) for<br>major 1                           | 2000-level (Table A) for<br>major 2             | 2000-level<br>(Table A) for<br>major 2            | 24            |
|        | Semester 2 | <i>Open Learning Environment unit/s (6 credit<br/>points)</i> | 2000-level (Table A) for<br>major 1                           | <b><i>Dalyell unit</i></b>                      | 2000 or<br>3000-level<br>(Table A) for<br>major 2 | 24            |
| Year 3 | Semester 1 | 2000 or 3000-level (Table A) for major 1                      | 3000-level (Table A or S)<br>elective                         | <b><i>Dalyell unit</i></b>                      | 3000-level<br>(Table A or S)<br>elective          | 24            |
|        | Semester 2 | 3000-level (Table A) for major 1                              | 3000-level (Table A or S)<br>elective                         | 3000-level (Table A or S)<br>elective           | 3000-level<br>(Table A) for<br>major 2            | 24            |
| Year 4 | Semester 1 | 3000-level (Table A) for major 1                              | 4000-level advanced project<br>unit                           | 4000-level (Table A or S)<br>advanced elective  | 3000-level<br>(Table A) for<br>major 2            | 24            |
|        | Semester 2 | 3000-level (Table A) for major 1                              | 4000-level advanced project<br>unit                           | 4000-level (Table A or S)<br>advanced elective  | 3000-level<br>(Table A) for<br>major 2            | 24            |
|        |            |   |   |   |   | <b>192</b>    |

Note. BUSS1000, BUSS1020 and BUSS1030 must be completed in a student's first year of study. Depending on the major chosen BUSS1020 and BUSS1030 can be completed in either semester in any order (i.e. BUSS1020 in Semester 1 and BUSS1030 in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

## (2) Bachelor of Commerce and Bachelor of Advanced Studies (Honours)

The following table illustrates a generic degree progression example for a student enrolled full-time (24 credit points per semester) in the Bachelor of Commerce and Bachelor of Advanced Studies completing two majors (in the first three years) and Honours in the fourth year.

This example shows two majors with a two 1000-level + two 2000-level + four 3000-level structure. Students who wish to complete a major/s with a two 1000-level + three 2000-level + three 3000-level structure would then replace one of the degree electives in Year 2 with a 2000-level unit for the major and one of the 3000-level units for the major in Year 3 with a degree elective.

*Note:* In this example, core units of study are indicated in 'bold type' and OLE units in 'italics'.

| YEAR   | SEMESTER   | UNITS OF STUDY  |   |  |   | CREDIT POINTS |
|--------|------------|---|---|--|---|---------------|
| Year 1 | Semester 1 | <b>BUSS1000<br/>Future of Business</b>                    | <b>BUSS1020<br/>Quantitative Business Analysis</b>        | 1000-level (Table A) for major 1 or elective | 1000-level (Table A or S) for major 2   | 24            |
|        | Semester 2 | <b>BUSS1020<br/>Quantitative Business Analysis</b>        | <i>Open Learning Environment unit/s (6 credit points)</i> | 1000-level (Table A) for major 1 or elective | 1000-level (Table A or S) for major 2   | 24            |
| Year 2 | Semester 1 | <b>BUSS2000<br/>Leading and Influencing in Business</b>   | 2000-level (Table A) for major 1                          | 2000-level (Table A or S) elective           | 2000-level (Table A) for major 2        | 24            |
|        | Semester 2 | <i>Open Learning Environment unit/s (6 credit points)</i> | 2000-level (Table A) for major 1                          | 2000-level (Table A or S) elective           | 2000-level (Table A) for major 2        | 24            |
| Year 3 | Semester 1 | 3000-level (Table A) for major 1                          | 3000-level (Table A) for major 1                          | 3000-level (Table A) for major 2             | 3000-level (Table A) for major 2        | 24            |
|        | Semester 2 | 3000-level (Table A) for major 1                          | 3000-level (Table A) for major 1                          | 3000-level (Table A) for major 2             | 3000-level (Table A) for major 2        | 24            |
| Year 4 | Semester 1 | <b>BUSS4001 Business Honours Research Methods</b>         |   | <b>BUSS4X12 Discipline Honours unit</b>      | <b>BUSS4X13 Discipline Honours unit</b> | 24            |
|        | Semester 2 | <b>BUSS4104 Business Honours Thesis</b>                   |   |  |   | 24            |
|        |            |   |   |  |   | <b>192</b>    |

*Note.* BUSS1000, BUSS1020 and BUSS1030 must be completed in a student's first year of study. Depending on the major chosen BUSS1020 and BUSS1030 can be completed in either semester in any order (i.e. BUSS1020 in Semester 1 and BUSS1030 in Semester 2 or vice versa) or both in Semester 1.

*Note:* The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

# Professional accreditations

Within the Bachelor of Commerce (and related combined programs), students may choose to pursue a program of study that would allow them to seek accreditation with particular professional bodies.

## Professional accounting accreditation

### (i) CPA Australia and Chartered Accountants Australia and New Zealand (CAANZ)

Completion of an accredited degree is a recognised pathway to a career in professional accounting. Subject to a reaccreditation review due in semester 1 2018, the Bachelor of Commerce, and the Bachelor of Commerce and Bachelor of Advanced Studies, can provide a recognised pathway to a career in professional accounting, and associate membership in CPA Australia or Chartered Accountants Australia and New Zealand (CAANZ) through accreditation of these degrees.

Students enrolled in these degrees need to complete the Professional Accounting program in order to complete all the required accredited units of study covering the foundational competency areas to meet the joint accreditation requirements for CPA Australia and/or CAANZ. These required accredited units are listed in the professional accounting accreditation link in the Accounting Discipline area of the Business School website where information on accreditation and accredited units is updated regularly.

As accredited units are subject to review by the professional accounting bodies, students are advised to check the CAANZ and CPA Australia websites for units accredited in the year they commenced their course.

If required, the CPA/CAANZ Accreditation Liaison Officer in the Discipline of Accounting can provide further advice on professional accounting accreditation.

### (ii) Association of Chartered Certified Accountants (ACCA)

Students who complete the Bachelor of Commerce (with a major in Accounting) may be eligible to receive four exam exemptions from the Association of Chartered Certified Accountants (ACCA). Students who complete other accredited units of study are also eligible for additional ACCA exam exemptions.

These required accredited units are listed in the professional accounting accreditation link in the Accounting Discipline area of the Business School website where information on accreditation and accredited units is updated regularly.

Further information on ACCA exam exemptions can be found on the ACCA exemptions enquiry database.

## Australian Human Resources Institute (AHRI) accreditation

Students wishing to satisfy the requirements for professional membership of AHRI should complete an Industrial Relations and Human Resource Management major as part of their degree. The required units of study for the major are listed under the Industrial Relations and Human Resource Management subject area. All undergraduate degrees incorporating a major in Industrial Relations and Human Resource Management are AHRI-accredited.

## CFA® program partners

CFA Institute partners with globally diverse, high profile institutions who cover a significant portion of the *CFA Program Candidate Body of Knowledge* and who embrace the CFA Institute Code of Ethics and Standards of Professional Conduct in their degree programs. CFA program partnership is recognition that the university curriculum is closely tied to professional practice and is well suited to preparing students to sit for the CFA exams.

The University of Sydney is recognised as a program partner through the Bachelor of Commerce (majoring in Finance) degree program. The required units of study for the major are listed under the Finance subject area. In addition to the Finance major, it is also recommended that students complete the free online learning module, Ethics and Standards of Practice available through the CFA Institute.

Students are advised to refer to the CFA Program Partners information on the Business School website for further information.







# Course rules and resolutions

## Bachelor of Commerce

## Bachelor of Commerce/Bachelor of Advanced Studies

These resolutions must be read in conjunction with applicable University By-laws, Rules and policies including (but not limited to) the University of Sydney (Coursework) Rule 2014 (the 'Coursework Rule'), the Coursework Policy 2014, the Resolutions of the Business School, the University of Sydney (Student Appeals against Academic Decisions) Rule 2006 (as amended), the Academic Honesty in Coursework Policy 2015 and the Academic Honesty Procedures 2016. Up to date versions of all such documents are available from the Policy Register: <http://sydney.edu.au/policies>.

### Course resolutions

#### 1 Course codes

| Code         | Course title  |
|--------------|---|
| BPCOMMER8000 | Bachelor of Commerce                                |
| BPCOMAVS1000 | Bachelor of Commerce / Bachelor of Advanced Studies |

#### 2 Attendance pattern

The attendance pattern for this course is full time or part time according to candidate choice.

#### 3 Streams

- (1) The Dalyell stream is available in the Bachelor of Commerce and the Bachelor of Commerce/Bachelor of Advanced Studies.
- (2) Completion of a stream is not a requirement of the Bachelor of Commerce or the Bachelor of Commerce/Bachelor of Advanced Studies.
- (3) The requirements for the completion of the Dalyell Stream are as specified in Table S of the Shared Pool for Undergraduate Degrees.

#### 4 Cross-faculty management

- (1) Candidates in the Bachelor of Commerce and the Bachelor of Commerce/Bachelor of Advanced Studies will be under the supervision of the University of Sydney Business School throughout.
- (2) Candidates undertaking honours in the Bachelor of Commerce/Bachelor of Advanced Studies will be under the management of the Business School.
- (3) Admission, requirements, award of the honours mark, and award of the grade of honours for an honours component undertaken by a candidate will be under the academic governance of the faculty offering and supervising the embedded honours component. The faculty offering and supervising the embedded component will direct the Business School on all matters relating to admission, requirements, award of honours mark and award of honours grade.
- (4) The Dean of the Business School shall exercise authority in any matter concerned with the Bachelor of Commerce/Bachelor of Advanced Studies and the Bachelor of Commerce/Bachelor of Advanced Studies (Honours) combined degrees not otherwise dealt with in these resolutions.

#### 5 Admission to candidature

- (1) Admission to this course is on the basis of a secondary school leaving qualification such as the NSW Higher School Certificate (including national and international equivalents), tertiary study or an approved preparation program. English language requirements must be met where these are not demonstrated by sufficient qualifications taught in English.

Special admission pathways are open for mature aged applicants who do not possess a school leaving qualification, educationally disadvantaged applicants and for Aboriginal and Torres Strait Islander people. Applicants are ranked by merit and offers for available places are issued according to the ranking. Details of admission policies are found in the Coursework Rule and Coursework Policy.

- (2) Admission to the Dalyell Stream requires achievement of a minimum tertiary admission rank (ATAR) set by the Board of Interdisciplinary Studies, or equivalent.

#### 6 Requirements for award

- (1) The units of study that may be taken for the Bachelor of Commerce and the Bachelor of Commerce/Bachelor of Advanced Studies are set out in:
  - (a) Table A for the Bachelor of Commerce and the Bachelor of Commerce/Bachelor of Advanced Studies;
  - (b) Table S of the Shared Pool for Undergraduate Degrees; and
  - (c) Table O of the Shared Pool for Undergraduate Degrees.
- (2) In these resolutions, except where otherwise specified, Table A, Table S and Table O mean Table A for the Bachelor of Commerce and Bachelor of Commerce/Bachelor of Advanced Studies, Table S and Table O as specified here.
- (3) *Bachelor of Commerce:*

To qualify for the award of the Bachelor of Commerce, a candidate must complete 144 credit points, comprising:

- (a) 24 credit points of core units of study as set out in Table A;
- (b) a major (48 credit points) or program listed in Section 7 below and specified in Table A;
- (c) a minor (36 credit points) or second major (48 credit points) as listed and specified in Table A or Table S;
- (d) a minimum of 12 credit points of units of study in the Open Learning Environment as listed in Table O; and
- (e) where appropriate, elective units from Table A for the Bachelor of Commerce, Table A for the Bachelor of Economics or Table S.

#### (4) *Bachelor of Commerce/Bachelor of Advanced Studies:*

To qualify for the award of the Bachelor of Commerce/Bachelor of Advanced Studies, a candidate must complete 192 credit points, comprising:

- (a) 24 credit points of core units of study as set out in Table A;
- (b) a major (48 credit points) or program listed in Section 7 below and specified in Table A;
- (c) a second major (48 credit points) as listed and specified in Table A or Table S;
- (d) 12 credit points of units of study in the Open Learning Environment as listed in Table O;
- (e) a minimum of 24 credit points at 4000-level from Table A or Table S, including a research, community, industry or entrepreneurship project of at least 12 and up to 36 credit points; and
- (f) where appropriate, elective units from Table A or Table S.

#### 7 Programs, majors and minors

- (1) *Bachelor of Commerce:*  
Completion of a major or program from Table A and a minor or second major from Table A or Table S is a requirement of the Bachelor of Commerce.
- (2) *Bachelor of Commerce/Bachelor of Advanced Studies:*  
Completion of a major or program from Table A and a second major from Table A for the Bachelor of Commerce and Bachelor of Commerce/Bachelor of Advanced Studies, Table A for the Bachelor of Economics or Table S is a requirement of the Bachelor of Commerce/Bachelor of Advanced Studies.
- (3) *Requirements for programs, majors and minors*
- (a) A program, major and minor are as defined in the Learning and Teaching Policy.



- (b) The requirements for completion of programs, majors and minors are as set out in Table A and Table S.
- (c) Units of study higher than 1000-level contributing towards one program, major or minor may not contribute towards any other program, major or minor completed except where a unit is listed as core for both course components.
- (4) The programs, majors and minors available in Table A for the Bachelor of Commerce and Bachelor of Commerce/Bachelor of Advanced Studies are:

| Programs                | Majors   | Minors   |
|-------------------------|--|--|
| Professional Accounting | Accounting   | Accounting   |
|                         | Banking  |  |
|                         | Business Analytics                                 | Business Analytics                                 |
|                         | Business Information Systems                       | Business Information Systems                       |
|                         | Business Law                                       | Business Law                                       |
|                         | Finance  |  |
|                         | Industrial Relations and Human Resource Management | Industrial Relations and Human Resource Management |
|                         | International Business                             | International Business                             |
|                         | Management   | Management   |
|                         | Marketing  | Marketing  |

- (5) The minors and majors available as second majors in the Bachelor of Commerce and Bachelor of Commerce/Bachelor of Advanced Studies are as listed in Table A and Table S.

## 8 Progression rules

- (1) *Progression within a major, minor or program:*  
Enrolment and progression within a major, minor or program is governed by progression rules specified for that component in the relevant Table.
- (2) *Progression within the Bachelor of Commerce/Bachelor of Advanced Studies:*  
Except with the permission of the Bachelor of Commerce program director, candidates who are not in the Dalyell Stream must complete the degree requirements listed under 6(1) before progressing to 4000-level units.
- (3) *Progression within the Dalyell Stream:*
  - (a) With the permission of the Dalyell coordinator, candidates in the Dalyell stream may attempt units at higher levels than the usual sequence through a program, major or minor.
  - (b) Candidates must achieve a Weighted Average Mark at a level determined by the Board of Interdisciplinary Studies in each year of study or over each 48 credit-point block to continue in the Dalyell Stream.
  - (c) Candidates who do not maintain a Weighted Average Mark at a level determined by the Board of Interdisciplinary Studies may continue in the Bachelor of Commerce but will not remain in the Dalyell Stream.

## 9 Requirements for the Bachelor of Commerce/Bachelor of Advanced Studies with honours

- (1) An embedded honours component, involving a research project, is available to meritorious students in the Bachelor of Commerce/Bachelor of Advanced Studies who complete an alternative set of units of study in the Bachelor of Advanced Studies.
- (2) Candidates undertaking an honours component within the Business School must complete the requirements for the honours component full-time over two consecutive semesters. If the School is satisfied that a student is unable to attempt the honours component on a full-time basis and if the Associate Dean so recommends, permission may be granted to undertake honours part-time over four consecutive semesters.
- (3) For candidates undertaking an honours component with the Business School, admission, requirements and award of honours are according to these resolutions, the Coursework Policy and the Resolutions of the Business School.
- (4) For candidates undertaking an honours component in another faculty, admission, requirements and award of honours are according to these resolutions, the Coursework Policy and

- the relevant resolutions of the faculty in which the honours component is undertaken.
- (5) Admission to the embedded honours component is by permission of the relevant honours coordinator or head of department after the completion of the following:
  - (a) 144 credit points including a major or program, a minor, degree core, and 12 credit points from the Open Learning Environment;
  - (b) a Weighted Average Mark of at least 65 in units of study completed to that point;
  - (c) a major or study of equivalent depth in the area of the proposed honours component; and
  - (d) any requirements for honours set by the relevant department, school or faculty as set out in the relevant resolutions.
- (6) To qualify for the award of the Bachelor of Commerce/Bachelor of Advanced Studies with honours a candidate must complete the requirements for the pass degree and 36–48 credit points of honours units at 4000-level or above, including an honours research project of 12–36 credit points, and 12–36 credit points of honours coursework, as required by the relevant department and published in the faculty handbook. Honours subject areas and units of study for honours within the Business School are listed in Table A for the relevant faculty or Table S of the Shared Pool for Undergraduate Degrees.
- (7) The grade of honours will be determined by an honours mark calculated from work in the embedded honours component as specified in these resolutions, the Resolutions of the Business School or in the resolutions of the relevant faculty.

## 10 Award of the Bachelor of Commerce, Bachelor of Commerce/Bachelor of Advanced Studies and Bachelor of Commerce/Bachelor of Advanced Studies with honours

- (1) Candidates for the Bachelor of Commerce/Bachelor of Advanced Studies combined degree who have completed the requirements for the Bachelor of Commerce but who do not meet the requirements for the combined degree will be awarded the Bachelor of Commerce.
- (2) Honours in the Bachelor of Commerce/Bachelor of Advanced Studies is awarded in classes ranging from First Class to Third Class according to the following table, the Coursework Policy and rules specified in the Resolutions of the Business School or relevant resolutions of the faculty in which the embedded honours component is undertaken.

| A student who achieves an honours mark in the range ... | will be awarded honours ... |
|---|-----------------------------|
| 80 honours mark 100                                     | First Class                 |
| 75 honours mark < 80                                    | Second Class / Division 1   |
| 70 honours mark < 75                                    | Second Class / Division 2   |
| 65 honours mark < 70                                    | Third Class                 |

- (3) Candidates for the award of the Bachelor of Commerce/Bachelor of Advanced Studies with honours who do not meet the requirements for the honours degree, but who otherwise meet the requirements for the Bachelor of Commerce, or the Bachelor of Commerce/Bachelor of Advanced Studies will be awarded the Bachelor of Commerce or Bachelor of Commerce/Bachelor of Advanced Studies as appropriate.

## 11 Cross-institutional study

Cross-institutional study is available in this course under the conditions specified in the Resolutions of the Business School.

## 12 International exchange

The Business School encourages candidates in this course to participate in international exchange programs as set out in the Resolutions of the Business School.

## 13 Course transfer

A candidate may abandon the Bachelor of Commerce/Bachelor of Advanced Studies combined degree and elect to complete the Bachelor of Commerce in accordance with these resolutions.

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#### 14 Credit for previous study

Credit transfer is subject to the provisions of the Coursework Policy, the University of Sydney Business School Credit Provisions, or, in the case of a major or minor offered by another faculty, any relevant resolutions of that faculty.

#### 15 Transitional provisions

- (1) These resolutions apply to students who commenced their candidature after 1 January, 2018 not seeking credit for prior study and students who commenced their candidature prior to 1 January, 2018 who elect to transfer and proceed under these resolutions. Students who commenced their candidature prior to 1 January, 2018 who elect to proceed under these resolutions should note that the University does not undertake to offer 4000-level units and projects in the Bachelor of Commerce/Bachelor of Advanced Studies combined degree prior to 2020 and that it may not be possible to complete requirements for the combined degree before the end of Semester 2 of that year.
- (2) Candidates who commence candidature after 1 January, 2018 who are seeking credit for prior study should note that the University does not undertake to offer 4000-level units and projects in the Bachelor of Commerce/Bachelor of Advanced Studies combined degree prior to 2020 and that it may not be possible to complete requirements for the combined degree before the end of Semester 2 of that year. Where a student in the Bachelor of Commerce proceeding under these resolutions applies for and is granted credit and wishes to complete the degree before 1 January, 2020, the student will be offered the opportunity to complete the Bachelor of Commerce degree under the resolutions that applied at 1 January, 2017.
- (3) Candidates who commenced prior to 1 January, 2018 may complete the requirements in accordance with the resolutions in force at the time of their commencement, provided that the requirements are completed by 1 January, 2027.



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# Bachelor of Commerce and Bachelor of Laws

The Bachelor of Commerce and Bachelor of Laws is administered by the University of Sydney Business School for the first three years and by the University of Sydney Law School for the remaining two years.

| Course details                        | Bachelor of Commerce and Bachelor of Laws |
|---------------------------------------|---|
| CRICOS code                           | 017835F                                   |
| Degree abbreviation                   | BCom/LLB                                  |
| Credit points required for completion | 240                                       |
| Duration (full-time)                  | 5 years                                   |

The Combined Law degree program allows students to study the Bachelor of Laws in conjunction with another degree. Here, it works by spreading out the first year of the Bachelor of Laws degree over three years of a Bachelor of Commerce degree.





# Degree structure

## Degree requirements

To be awarded the Bachelor of Commerce and Bachelor of Laws, students complete units of study with a total value of 240 credit points (96 credit points in units of study from the University of Sydney Business School and 144 credit points in units of study from the Sydney Law School), comprising:

### For the Bachelor of Commerce component:

- 24 credit points in core units of study (four units), as set out in the Bachelor of Commerce section;
- a major (48 credit points) selected from the Table A subject areas, as set out below;
- 12 credit points of units of study in the Open Learning Environment selected from Table O, as set out in the Bachelor of Commerce section;
- a minimum of 12 credit points of elective units of study from Table A or Table S.

### For the Bachelor of Laws component:

- 48 credit points in core law units of study (10 units including two zero credit point units) to be completed in the first three years of the combined program in a specific annual sequence; and
- 54 credit points in additional core; and 42 credit points in elective law units of study (96 credit points in total) to be completed over the remaining two years of the degree at the Sydney Law School, as set out in the Sydney Law School handbook.

## Requirements for the degree with honours

Both the Bachelor of Commerce and Bachelor of Laws can be awarded with honours.

### Bachelor of Commerce and Bachelor of Advanced Studies (Honours)

Honours in the Bachelor of Commerce is available by suspending enrolment in the Bachelor of Commerce and Bachelor of Laws and taking an embedded honours component in the Bachelor of Advanced Studies in an additional year of full time study, or by enrolling in the Bachelor of Advanced Studies after the completion of the pass degree.

For details of the requirements for entry into and completion of the honours in this program, students should refer to the Business School website.

### Bachelor of Laws (Honours)

For the award of Honours in the Bachelor of Laws, students must complete a supervised dissertation by way of elective units of study in their fifth year of study. An additional honours year is not required. For further details, students should refer to the: Sydney Law School Handbook.

## Dalyell stream

The Dalyell stream is a targeted stream for high achievers. Students who participate in the Dalyell stream are known as the 'Dalyell Scholars'. The Dalyell stream is named after a distinguished alumna of the University, Elsie Jean Dalyell (pronounced "Dee-el"). Elsie Jean Dalyell (1881-1948) was a distinguished medical graduate from the University of Sydney and she was also the first full-time female academic in our Faculty of Medicine. She was a pioneer resident medical officer at the Royal Prince Alfred Hospital, and following this she travelled to London on a scholarship where she served in the First World War, working as a senior clinician in a Vienna-based research team studying deficiency diseases in children. She was a leader in her field and it is in this spirit that the Dalyell Program has been developed.

Dalyell Scholars will need to maintain an AAM (annual average mark) of 75% to remain in this elite program which offers outstanding students the opportunity to engage in experiences that challenge them through a broader and deeper learning experience. The Dalyell stream will offer broad choice for talented students seeking to develop expertise beyond their discipline-specific skills with a focus on self-awareness, community contribution, leadership, innovation and creative solutions skills. The program will develop vision, adaptability, breadth of perspective, and a high level of capability in and across disciplinary and cultural boundaries.

As a Dalyell Scholar students will have access to curricular and extra-curricular activities. These include, a three-stage mentoring program; a global mobility scholarship to assist with your global mobility experience; professional development in the form of master classes; insights from distinguished speakers; leadership development activities; and two exclusive Dalyell units (6 credit points each). In addition to these curricular and extra-curricular activities, with the permission of the Dalyell Program Director, students will have access to enrichment and accelerated units of study.

For further details regarding the Dalyell stream, please refer to the Interdisciplinary Studies Handbook.

## Commerce majors and electives

### Major

A major consists of 48 credit points in 1000, 2000 and 3000-level units of study in a single subject area.





In the Bachelor of Commerce and Bachelor of Laws students must select one major from the Table A subject areas offered by the Business School to fulfill the requirements of their degree.

The Table A majors available are as follows

- Accounting
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing

### Electives

Students must also complete a minimum of 12 credit points in elective units of study drawn from Table A (Commerce) and Table S (Interdisciplinary Studies - shared pool). For students in the Dalyell stream 12 credit points must be in designated Dalyell electives.

## Law units of study – Core and elective

For the Bachelor of Laws component, students complete their law units of study in the yearly sequence indicated in the following tables. All law units in the first four years of the degree are compulsory. In their fifth year, students choose elective law units to complete their degree. Students should note that the law units of study cannot be counted as a major in the Bachelor of Commerce component of this combined degree.

### (1) Core units of study (first three years of study)

In the first three years of study, students complete ten core units of study – including two zero credit point units (48 credit points) for the Bachelor of Laws component of their combined degree. Students must complete these units in the yearly sequence set out below and in the degree progression table.

| YEAR                 | SESSION           | UNIT OF STUDY                         | CREDIT POINTS |
|----------------------|-------------------|---------------------------------------|---------------|
| First year of study  | <i>Semester 1</i> | LAWS1006 Foundations of Law           | 6             |
|                      | <i>Semester 2</i> | LAWS1013 Legal Research I             | 0             |
|                      | <i>Semester 2</i> | LAWS1012 Torts                        | 6             |
| Second year of study | <i>Semester 1</i> | LAWS1014 Civil and Criminal Procedure | 6             |
|                      | <i>Semester 1</i> | LAWS1015 Contracts                    | 6             |
|                      | <i>Semester 2</i> | LAWS1016 Criminal Law                 | 6             |
| Third year of study  | <i>Semester 1</i> | LAWS1023 Public International Law     | 6             |
|                      | <i>Semester 2</i> | LAWS1017 Torts and Contracts II       | 6             |
|                      | <i>Semester 2</i> | LAWS1019 Legal Research II            | 0             |
|                      | <i>Semester 2</i> | LAWS1021 Public Law                   | 6             |

### (2) Core and elective units of study (fourth and fifth years of study)

Students usually complete the Bachelor of Commerce component of the combined degree by the end of their third year of full-time study, and the Bachelor of Laws component continues for another two years. From their fourth year of full-time study, students complete core and elective units of study (96 credit points) from the Sydney Law School as set out in the following table to meet the requirements for their Law degree.

| YEAR                 | SESSION           | UNITS OF STUDY  | CREDIT POINTS |
|----------------------|-------------------|---|---------------|
| Fourth year of study | <i>Semester 1</i> | LAWS2010 Administrative Law   | 6             |
|                      | <i>Semester 1</i> | LAWS2011 Federal Constitutional Law   | 6             |
|                      | <i>Semester 1</i> | LAWS2012 Introduction to Property and Commercial Law  | 6             |
|                      | <i>Semester 1</i> | LAWS2013 The Legal Profession   | 6             |
|                      | <i>Semester 2</i> | LAWS2014 Corporations Law   | 6             |
|                      | <i>Semester 2</i> | LAWS2015 Equity   | 6             |
|                      | <i>Semester 2</i> | LAWS2016 Evidence   | 6             |
|                      | <i>Semester 2</i> | LAWS2017 Real Property  | 6             |
| Fifth year of study  | <i>Semester 1</i> | LAWS2018 Private International Law A  | 48            |
|                      | <i>Semester 2</i> | AND 42 credit points in elective units of study from <i>Part 1</i> and <i>Part 2</i> tables as set out in the Sydney Law School Handbook. |               |

For full details of the available core and elective Law units of study for years four and five, students should refer to the Sydney Law School Handbook.

# Progression guides

## (1) Bachelor of Commerce and Bachelor of Laws

The following table illustrates a degree progression example for a student enrolled in the Bachelor of Commerce and Bachelor of Laws on a full-time basis undertaking a total of 24 credit points per semester.

This example shows a major with a two 1000-level + two 2000-level + four 3000-level structure. Students who wish to complete a major with a two 1000-level + three 2000-level + three 3000-level structure then would replace one of the degree electives in Year 2 with a 2000-level unit for the major and one of the 3000-level units for the major in Year 3 with a degree elective.

Note: In this table, core units of study for the Bachelor of Commerce (BCom) are indicated in **bold** type and compulsory Law units of study are in *italics* and the Open Learning Environment units are underlined.

| YEAR   | SEMESTER   | UNITS OF STUDY   |  |   |  | CREDIT POINTS |
|--------|------------|--|--|---|--|---------------|
| Year 1 | Semester 1 | <b>BUSS1000 Future of Business</b>                                 | <b>BUSS1030 Accounting, Business and Society</b>                   | 1000-level (Table A) for major <b>OR</b> 1000-level (Table A or S) elective | <i>LAWS1006 Foundations of Law</i>                             | 24            |
|        | Semester 2 | <b>BUSS1020 Quantitative Business Analysis</b>                     | <u>Open Learning Environment unit/s (6 credit points)</u>          | 1000-level (Table A) for major <b>OR</b> 1000-level (Table A or S) elective | <i>LAWS1012 Torts</i> <i>LAWS1013 Legal Research I +</i>       | 24            |
| Year 2 | Semester 1 | <b>BUSS2000 Leading and Influencing in Business</b>                | 2000-level (Table A) for major                                     | <i>LAWS1015 Contracts</i>   | <i>LAWS1014 Civil and Criminal Procedure</i>                   | 24            |
|        | Semester 2 | <u>Open Learning Environment unit/s (6 credit points)</u>          | 2000-level (Table A) for major                                     | 2000-level (Table A or S) elective  | <i>LAWS1016 Criminal Law</i>                                   | 24            |
| Year 3 | Semester 1 | 2000 or 3000-level (Table A) for major                             | 3000-level (Table A) for major                                     | 2000 or 3000-level (Table A or S) elective                                  | <i>LAWS1023 Public International Law</i>                       | 24            |
|        | Semester 2 | 3000-level (Table A) for major                                     | 3000-level (Table A) for major                                     | <i>LAWS1017 Torts and Contracts II</i>                                      | <i>LAWS1021 Public Law</i> <i>LAWS1019 Legal Research II +</i> | 24 (144*)     |
| Year 4 | Semester 1 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   |  |   |  | 24            |
|        | Semester 2 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   |  |   |  | 24            |
| Year 5 | Semester 1 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   | <i>Bachelor of Laws - Part 1 and Part 2 3000-level electives *</i> |   |  | 48 (6+42)     |
|        | Semester 2 | <i>Bachelor of Laws - Part 1 and Part 2 3000-level electives *</i> |  |   |  | 240           |

\* To complete years four and five, students graduate from the Bachelor of Commerce and transfer into the single Bachelor of Laws degree, administered by the Sydney Law School.

+ These units are zero credit point units.

Note: *BUSS1000*, *BUSS1020* and *BUSS1030* must be completed in a student's first year of study. Depending on the major chosen *BUSS1020* and *BUSS1030* can be completed in either semester in any order (i.e. *BUSS1020* in Semester 1 and *BUSS1030* in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the Commerce units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

## (2) Bachelor of Commerce and Bachelor of Laws (Dalyell Stream)

The following table illustrates a degree progression example for a student enrolled in the Bachelor of Commerce and Bachelor of Laws on a full-time basis undertaking a total of 24 credit points per semester.

Note: In this table, core units of study for the Bachelor of Commerce (BCom) are indicated in **bold** type and compulsory Law units of study are in *italics* and the Open Learning Environment units are underlined. Dalyell units are indicated with 'bold italic'.



| YEAR   | SEMESTER   | UNITS OF STUDY   |  |  |  | CREDIT POINTS |
|--------|------------|--|--|--|--|---------------|
| Year 1 | Semester 1 | <b>BUSS1000 Future of Business</b>                                 | <b>BUSS1030 Accounting, Business and Society</b>                   | 1000-level (Table A) for major OR 1000-level (Table A or S) elective | <i>LAWS1006 Foundations of Law</i>                             | 24            |
|        | Semester 2 | <b>BUSS1020 Quantitative Business Analysis</b>                     | Open Learning Environment unit/s (6 credit points)                 | 1000-level (Table A) for major OR 1000-level (Table A or S) elective | <i>LAWS1012 Torts</i> <i>LAWS1013 Legal Research I +</i>       | 24            |
| Year 2 | Semester 1 | <b>BUSS2000 Leading and Influencing in Business</b>                | 2000-level (Table A) for major                                     | <i>LAWS1015 Contracts</i>  | <i>LAWS1014 Civil and Criminal Procedure</i>                   | 24            |
|        | Semester 2 | Open Learning Environment unit/s (6 credit points)                 | 2000-level (Table A) for major                                     | <b>Dalyell unit</b>  | <i>LAWS1016 Criminal Law</i>                                   | 24            |
| Year 3 | Semester 1 | 2000 or 3000-level (Table A) for major                             | 3000-level (Table A) for major                                     | <b>Dalyell unit</b>  | <i>LAWS1023 Public International Law</i>                       | 24            |
|        | Semester 2 | 3000-level (Table A) for major                                     | 3000-level (Table A) for major                                     | <i>LAWS1017 Torts and Contracts II</i>                               | <i>LAWS1021 Public Law</i> <i>LAWS1019 Legal Research II +</i> | 24 (144*)     |
| Year 4 | Semester 1 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   |  |  |  | 24            |
|        | Semester 2 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   |  |  |  | 24            |
| Year 5 | Semester 1 | <i>Bachelor of Laws - 2000-level compulsory units of study *</i>   | <i>Bachelor of Laws - Part 1 and Part 2 3000-level electives *</i> |  |  | 48 (6+42)     |
|        | Semester 2 | <i>Bachelor of Laws - Part 1 and Part 2 3000-level electives *</i> |  |  |  |               |
|        |            |  |  |  |  | <b>240</b>    |

\* To complete years four and five, students graduate from the Bachelor of Commerce and transfer into the single Bachelor of Laws degree, administered by the Sydney Law School.

+ These units are zero credit point units.

Note. *BUSS1000*, *BUSS1020* and *BUSS1030* must be completed in a student's first year of study. Depending on the major chosen *BUSS1020* and *BUSS1030* can be completed in either semester in any order (i.e. *BUSS1020* in Semester 1 and *BUSS1030* in Semester 2 or vice versa) or both in Semester 1.

Note: The information listed in this example is based on the unit of study offerings for the current year and is intended as a guide only. Students are usually able to complete the Commerce units of study for their course in different sequences to that which is listed (including enrolling in units in summer or winter intensive sessions when available). Students are advised to plan their course based upon their individual needs.

Please refer to the Business School website for progression examples for specific major/minor combinations.

## Progression into the Bachelor of Laws single degree

By the end of the third year in the combined degree program, full-time students should have completed the requirements for their Bachelor of Commerce degree (144 credit points) and will be eligible to graduate with this degree.

Students then transfer to the single Bachelor of Laws degree in their fourth year and complete the remaining requirements for this degree under the supervision of the Sydney Law School. An additional two years of study are required at the Law School - 'Year 4' and 'Year 5' as indicated under Law units of study (core and elective) in the preceding information, where the remaining units of study for the Bachelor of Laws are completed.

Further information on the final years of this program is available in the Sydney Law School Handbook.

# Professional accreditations

Within the Bachelor of Commerce and Bachelor of Laws, students may choose to pursue a program of study that would allow them to seek accreditation with particular professional bodies.

## Professional accounting accreditation

### (1) CPA Australia and Chartered Accountants Australia and New Zealand (CAANZ)

Completion of an accredited degree is a recognised pathway to a career in professional accounting. Subject to reaccreditation review due in semester 1 2018, the Bachelor of Commerce and Bachelor of Laws has been accredited by CPA Australia and Chartered Accountants Australia and New Zealand.

Depending on the area(s) of specialisation (major) and elective units selected, students enrolled in the Bachelor of Commerce and Bachelor of Laws can complete all the required units of study covering the foundational competency areas to meet the joint accreditation requirements for CPA Australia and/or CAANZ. The required units of study are listed under the professional accounting accreditation link in the Accounting Discipline area of the Business School website, where information about accreditation and accredited units is updated regularly.

As accredited units are subject to review by the professional accounting bodies, students are advised to check the CAANZ and CPA Australia websites for units accredited in the year they commenced their course.

If required, the CPA/CAANZ Accreditation Liaison Officer in the Discipline of Accounting can provide further advice on professional accounting accreditation.

### (2) Association of Chartered Certified Accountants (ACCA)

Students who complete the Bachelor of Commerce (with a major in Accounting) may be eligible to receive four exam exemptions from the Association of Chartered Certified Accountants (ACCA). Students who complete other accredited units of study are eligible for up to five additional ACCA exam exemptions.

Further information on ACCA exam exemptions can be found in the [<http://sydney.edu.au/business/accounting/accreditation|professional-accounting-accreditation>] link on the Accounting Discipline area of the Business School website, and on the ACCA exemptions enquiry database.

## Australian Human Resources Institute (AHRI) accreditation

Students wishing to satisfy the requirements for professional membership of AHRI should complete an Industrial Relations and Human Resource Management major as part of their degree. The required units of study for the major are listed under the Industrial Relations and Human Resource Management subject area. All undergraduate degrees incorporating a major in Industrial Relations and Human Resource Management are AHRI-accredited.

## CFA® program partners

CFA Institute ####194::174### partners with globally diverse, high profile institutions who cover a significant portion of the *CFA Program Candidate Body of Knowledge TM* and who embrace the CFA Institute Code of Ethics and Standards of Professional Conduct in their degree programs. CFA program partnership is recognition that the university curriculum is closely tied to professional practice and is well suited to preparing students to sit for the CFA exams.

The University of Sydney is recognised as a program partner through the Bachelor of Commerce (majoring in Finance) degree program. The required units of study for the major are listed under the Finance subject area. In addition to the Finance major, it is also recommended that students complete the free online learning module, Ethics and Standards of Practice available through the CFA Institute.

Students are advised to refer to the CFA Program Partners information on the Business School website for further information.





# Course rules and resolutions

## Bachelor of Commerce and Bachelor of Laws

*These resolutions must be read in conjunction with applicable University By-laws, Rules and policies including (but not limited to) the University of Sydney (Coursework) Rule 2014 (the 'Coursework Rule'), the Coursework Policy 2014, the Resolutions of the University of Sydney Business School and the University of Sydney Law School, the University of Sydney (Student Appeals against Academic Decisions) Rule 2006 (as amended), the Academic Honesty in Coursework Policy 2015 and the Academic Honesty Procedures 2016. Up to date versions of all such documents are available from the Policy Register: <http://sydney.edu.au/policies>.*

### Course resolutions

#### 1. Course codes

| Code | Course title                              |
|------|---|
|      | Bachelor of Commerce and Bachelor of Laws |

#### 2. Attendance pattern

The attendance pattern for this course is full time only.

#### 3. Streams

- (1) The Bachelor of Commerce in this combined degree is available in the following streams:
- (a) Dalyell.
  - (2) Completion of a stream is not a requirement of the Bachelor of Commerce. The requirements for the completion of the Dalyell stream are as specified in Table S of the Shared Pool for Undergraduate Degrees.

#### 4. Cross faculty management

- Candidates will be under the general supervision of the University of Sydney Business School until the end of the semester in which they complete requirements for the Bachelor of Commerce. After completion of requirements for the Bachelor of Commerce, students will be under the supervision of the University of Sydney Law School.
- (2) The Deans of the Business School and the University of Sydney Law School shall jointly exercise authority in any matter concerned with the combined course not otherwise dealt with in these resolutions.

#### 5. Admission to candidature

- (1) Admission to this course is on the basis of a secondary school leaving qualification such as the NSW Higher School Certificate (including national and international equivalents), tertiary study or an approved preparation program. English language requirements must be met where these are not demonstrated by sufficient qualifications taught in English. Special admission pathways are open for educationally disadvantaged applicants and for Aboriginal and Torres Strait Islander people. Applicants are ranked by merit and offers for available places are issued according to the ranking. Details of admission policies are found in the Coursework Policy.
- (2) Admission to the Dalyell Stream requires achievement of a minimum tertiary admission rank (ATAR) set by the Board of Interdisciplinary Studies or above in or equivalent standard.

#### 6. Requirements for award

- (1) The units of study that may be taken for this combined degree are set out in the following tables:
- (a) Table A for the Bachelor of Commerce;
  - (b) Tables O (the Open Learning Environment) and S in the Shared Pool for Undergraduate Degrees; and
  - (c) the University of Sydney Law School Undergraduate Table.
- In these resolutions, except where otherwise specified, Table A, the University of Sydney Law School Undergraduate Table, Table

S and Table O mean Table A, the University of Sydney Law School Undergraduate Table, Table S and Table O as specified here.

- (2) To qualify for the award of the pass combined degrees, a candidate must complete 240 credit points, comprising:
- (a) 24 credit points of core units from Table A for the Bachelor of Commerce;
  - (b) a major (48 credit points) from Table A for the Bachelor of Commerce as set out in Section 7 below;
  - (c) 12 credit points of units from the Open Learning Environment as set out in Table O in the Shared Pool for Undergraduate Degrees;
  - (d) a minimum of 12 credit points of elective units from Table A for the Bachelor of Commerce or Table S in the Shared Pool for Undergraduate Degrees; and
  - (e) 144 credit points of Law units of study as specified in the University of Sydney Law School Undergraduate Table, of which 48 credit points are Combined Law compulsory units of study for Years 1, 2 and 3 of the combined degree and are credited towards the requirements for both the Bachelor of Commerce and the Bachelor of Laws.

#### (3) Requirements for the Bachelor of Commerce:

To qualify for the award of the Bachelor of Commerce, a candidate must complete 144 credit points, comprising:

- (a) 96 credit points specified in 6 (2) (a) – (d) above; and
- (b) 48 credit points of Combined Law compulsory subjects from years 1, 2 and 3 from the University of Sydney Law School Undergraduate Table which shall take the place of the compulsory minor specified in the resolutions for the Bachelor of Commerce.

#### (4) Requirements for the Bachelor of Laws:

To qualify for the award of the Bachelor of Laws, a candidate must complete 144 credit points taken from the University of Sydney Law School Undergraduate Table, comprising:

- (a) 102 credit points of compulsory units of study as specified in the University of Sydney Law School Undergraduate Table; and
- (b) 42 credit points from the elective Unit of Study Table (undergraduate) for the University of Sydney Law School, of which a maximum of 36 credit points are taken from Part 1, Elective Units of Study or as specified in 6 (5) (c) below, and a minimum of 6 credit points are taken from Part 2, Jurisprudence Units of Study.
- (c) Students may apply to take up to a maximum of 24 credit points of advanced learning Master's units of study as elective units of study.
  - (i) Enrolment in Master's units of study will be subject to availability and any unit pre-requisites or assumed knowledge, which may include relevant industry experience or prior specialist study.
  - (ii) Enrolment in Master's units is only permitted after a candidate has completed 96 credit points towards the Bachelor of Laws.
  - (iii) Students may only enrol in Master's units listed in the Bachelor of Laws Elective units of study Table.

#### 7. Majors

- (1) Completion of a major from Table A for the Bachelor of Commerce is a requirement for this combined degree.
- (2) Requirements for majors are as specified in the Learning and Teaching Policy and Table A for the Bachelor of Commerce.
- (3) The majors available as first majors in the Bachelor of Commerce and Bachelor of Commerce/Bachelor of Advanced Studies are:
- (a) Accounting
  - (b) Banking
  - (c) Business Analytics
  - (d) Business Information Systems
  - (e) Business Law



- (f) Finance
- (g) Industrial Relations and Human Resource Management
- (h) International Business
- (i) Management
- (j) Marketing.

**8. Progression rules**

- (1) Candidates in a combined law course must successfully complete LAWS1006 Foundations of Law before enrolling in any other Bachelor of Laws units of study.
- (2) Candidates are required to complete Bachelor of Laws units in the order listed in the University of Sydney Law School Undergraduate Table.
- (3) Except with permission of the Dean of the University of Sydney Law School, candidates must complete the requirements for the Bachelor of Commerce before proceeding to Year Four of the combined degree with Bachelor of Laws.
- (4) Progression within a major  
Enrolment and progression within a major is governed by the progression rules specified for the major in Table A.
- (5) Progression with the Dalyell Stream  
Candidates in the Dalyell Stream may proceed in the Bachelor of Commerce according to the resolutions of the Bachelor of Commerce, Bachelor of Commerce/Bachelor of Advanced Studies and Table S.

**9. Requirements for award with Honours**

- (1) Honours is available to meritorious candidates in the Bachelor of Laws and in the Bachelor of Commerce.
- (2) Honours in the Bachelor of Commerce is available by suspending enrolment in the Bachelor of Commerce and Bachelor of Laws and taking an embedded honours component in the Bachelor of Advanced Studies in an additional year of full time study, or by enrolling in the Bachelor of Advanced Studies after the completion of the pass degree.
- (3) Candidates undertaking an honours component within the Business School must complete the requirements for the honours component full-time over two consecutive semesters. If the School is satisfied that a student is unable to attempt the honours component on a full-time basis and if the Associate Dean so recommends, permission may be granted to undertake honours part-time over four consecutive semesters. For candidates undertaking an honours component with the Business School, admission, requirements and award of honours are according to these resolutions and the Resolutions of the Business School.
- (4) Candidates who qualify to undertake honours in the Bachelor of Commerce may elect to enrol in the honours program:
  - (a) by suspending candidature from the Bachelor of Laws degree for one year, with the permission of the University of Sydney Law School; and enrolling in the Bachelor of Advanced Studies and taking an embedded honours component; or
  - (b) by enrolling in the Bachelor of Advanced Studies and undertaking an embedded honours component after completion of both degrees in the combined program.
- (5) Admission to the embedded honours component in the Bachelor of Advanced Studies is by permission of the relevant honours coordinator after the completion of 144 credit points and the requirements for the Bachelor of Commerce, including a major, degree core and 12 credit points from the Open Learning Environment. Admission requires an Annual Average Mark of at least 65 in units of study completed to that point, and an Annual Average Mark of at least 70 across 2000 and 3000-level units of study in the major subject area of the proposed honours component. Applicants for admission to an embedded honours component must also meet any requirements for honours as set out in the relevant resolutions.
- (6) To qualify for the award of the Bachelor of Commerce with an embedded honours component in the Bachelor of Advanced Studies with honours, a candidate must complete the requirements for the Bachelor of Advanced Studies (noting 9 (7) below) but include 36 – 48 credit points of honours units at 4000 level or above as specified by the Sydney Business Schools for the relevant honours area, including:

- (a) any compulsory units specified by the Sydney Business Schools for the honours component as specified in Table A for the Bachelor of Commerce;
- (b) an honours research project of 12 – 36 credit points as specified in Table A for the Bachelor of Commerce; and
- (c) honours coursework to the value of 12 – 36 credit points as specified in Table A for the Bachelor of Commerce.
- (d) For candidates completing the Bachelor of Commerce in a combined degree with the Bachelor of Laws and also completing an embedded honours component in the Bachelor of Advanced Studies, the requirement in the Bachelor of Advanced Studies for completion of a second major shall be met by the 48 credit points of Law units specified in 6 (3) (b) above.
- (e) The grade of honours awarded on the basis of an embedded component in the Bachelor of Advanced Studies will be determined by an honours mark calculated from work in the embedded honours component as specified in Table A for the Bachelor of Commerce.
- (7) Honours in the Bachelor of Laws is available to meritorious students who complete an alternative set of units of study in the final year of the combined degree program. Admission, requirements and calculation of the honours grade are as set out in the resolutions for the Bachelor of Laws.

**10 Award of the degrees**

- (1) The Bachelor of Commerce is awarded in the grade of Pass.
- (2) The Bachelor of Laws is awarded in the grades of either Pass or Honours.
- (3) Candidates who successfully complete the Bachelor of Commerce as specified in 6
- (4) and also complete an embedded honours component with the Bachelor of Advanced Studies shall:
  - (a) if they have not already graduated, be awarded the Bachelor of Commerce/Bachelor of Advanced Studies with honours;
  - (b) if they have already graduated, be awarded the Bachelor of Advanced Studies with honours.
- (4) Candidates for the Bachelor of Commerce with an embedded honours component in the Bachelor of Advanced Studies with honours who do not meet the requirements for honours but who meet the requirement for the pass degree, may be awarded the relevant degrees for which they fulfil requirements at pass level.
- (5) Honours in the Bachelor of Commerce with an embedded honours component in the Bachelor of Advanced Studies taken as part of a combined degree with the Bachelor of Laws as specified in 9 above is awarded in classes ranging from First Class to Third Class in accordance with the following table and the resolutions of the Business School.

|          | <b>A student who will be awarded achieves an honours... mark in the range...</b> |     |                         |
|----------|--|-----|-------------------------|
| <b>1</b> | 80 honours mark  | 100 | First Class             |
| <b>2</b> | 75 honours mark <  | 80  | Second Class/Division 1 |
| <b>3</b> | 70 honours mark <  | 75  | Second Class/Division 2 |
| <b>4</b> | 65 honours mark <  | 70  | Third Class             |

- (6) Honours in the Bachelor of Laws may be awarded in First Class or Second Class in accordance with the Resolutions of the Bachelor of Laws.
- (7) Candidates for the award of the Honours degree who do not meet the requirements, and who have not already graduated, will be awarded the pass degree.

**11. Cross-institutional study**

- (1) Cross-institutional study is available in this course subject to the terms set out in the Resolutions of the University of Sydney Business School during the first 144 credit points of the combined degree and subsequently to the terms set out in the Resolutions of the University of Sydney Law School.

**12. International exchange**

- (1) The Business School and University of Sydney Law School encourage candidates in this course to participate in international exchange programs subject to the terms set out in the Resolutions of the University of Sydney Business School during the first 144 credit points of the combined

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degree and subsequently subject to the terms set out in the Resolutions of the University of Sydney Law School.

**13. Course transfer**

- (1) A candidate may withdraw from the combined degree program and elect to transfer to the Bachelor of Commerce by written application to the Business School, and complete the requirements in accordance with the resolutions governing that degree at the time of transfer. Candidature in the Bachelor of Laws will cease in these circumstances.
- (2) A candidate who has suspended enrolment in the combined degree to enrol in the Bachelor of Advanced Studies to complete requirements honours or a stream may abandon the Bachelor of Advanced Studies and return to the combined Bachelor of Commerce and Bachelor of Laws.

**14. Credit for previous study**

- (1) Credit transfer is subject to the relevant provisions of the Coursework Policy, the Resolutions of the Business School and the University of Sydney Law School and the University of Sydney Business School Credit Provisions.

**15. Transitional provisions**

- (1) These resolutions apply to students who commenced their candidature after 1 January, 2018 who are not seeking credit for prior study and students who commenced their candidature prior to 1 January, 2018 who elect to proceed under these resolutions.
- (2) Candidates who commence candidature after 1 January, 2018 who are seeking credit for prior study should note that the University does not undertake to offer 3000 level units in the Bachelor of Commerce prior to 2020 and that it may not be possible to complete requirements for the Bachelor of Commerce degree before the end of Semester 2 of that year. Where a student in the Bachelor of Commerce proceeding under these resolutions applies for and is granted credit and wishes to complete the degree before 1 January 2020, the student will be offered the opportunity to complete the combined degree in a sequence that matches the availability of units in line with these resolutions.
- (3) Candidates who commenced prior to 1 January, 2018 may complete their requirements in accordance with the resolutions in force at the time of their commencement, provided that the requirements are completed by 1 January, 2027.





# Bachelor of Advanced Computing and Bachelor of Commerce

The Bachelor of Advanced Computing and Bachelor of Commerce is a five year combined degree. Both degrees are studied concurrently and are awarded after five years of full-time study. Students combine the Bachelor of Commerce with any one of the following Bachelor of Information Technology streams: Computer Science or Information Systems.

| Course details                        | Bachelor of Information Technology and Bachelor of Commerce |
|---------------------------------------|---|
| CRICOS code                           | 093857C   |
| Degree abbreviation                   | BAdvCompBCom  |
| Credit points required for completion | 240   |
| Duration (full-time)                  | 5 years   |

Details on the degree structure and progression, can be found in the Faculty of Engineering and Information Technology handbook and website.

## Course rules and resolutions

### Bachelor of Computing

### Bachelor of Advanced Computing

### Bachelor of Advanced Computing and Bachelor of Science

### Bachelor of Advanced Computing and Bachelor of Commerce

*These resolutions must be read in conjunction with applicable University By-laws, Rules and policies including (but not limited to) the University of Sydney (Coursework) Rule 2014 (the 'Coursework Rule'), the Coursework Policy 2014, the Resolutions of the Faculty, the University of Sydney (Student Appeals against Academic Decisions) Rule 2006 (as amended), the Academic Honesty in Coursework Policy 2015 and the Academic Honesty Procedures 2016. Up to date versions of all such documents are available from the Policy Register: <http://sydney.edu.au/policies>.*

## Course Resolutions

### 1. Course codes

| Code | Course and stream title                               |
|------|---|
|      | Bachelor of Computing                                 |
|      | Bachelor of Advanced Computing                        |
|      | Bachelor of Advanced Computing / Bachelor of Science  |
|      | Bachelor of Advanced Computing / Bachelor of Commerce |

### 2. Attendance Pattern

The attendance pattern for these courses is full time or part time according to candidate choice. Part-time students must still satisfy appropriate enrolment progression and are subject to the same degree time limits as full-time students. Visa requirements commonly restrict international students to full time study only. The Faculty strongly recommends full-time enrolment as the preferred option for all undergraduate students unless exceptional circumstances exist.

### 3. Streams

- (1) The Bachelor of Computing is not available in streams.
- (2) The Bachelor of Advanced Computing is available in the Dalyell stream.
- (3) Completion of a stream is not a requirement of the Bachelor of Advanced Computing. The requirements for the Dalyell stream are set out in Table S of the Shared Pool for Undergraduate Degrees. Candidates wishing to transfer into or out of the Dalyell stream should contact the Student Centre.
- (4) The Bachelor of Science, as part of the Bachelor of Advanced Computing / Bachelor of Science combined degree, is available in the following streams:
  - (a) Health
  - (b) Medical Science
  - (c) Dalyell

Completion of a stream is not a requirement of the Bachelor of Science. The requirements for the completion of each stream are as specified in Table A for the Bachelor of Science or, in the case of the Dalyell Stream, in Table S of the Shared Pool for Undergraduate Degrees. Candidates wishing to transfer between the Bachelor of Science streams should contact the Student Centre. Candidates who qualify for the Dalyell stream may complete that stream while also completing another stream.

- (5) The Bachelor of Commerce, as part of the Bachelor of Advanced Computing / Bachelor of Commerce combined degree, is available in the following streams:
  - (a) Dalyell

Completion of a stream is not a requirement of the Bachelor of Commerce. The requirements for the completion of the Dalyell Stream are set out in Table S the Shared Pool for Undergraduate Degrees. Candidates wishing to transfer into or out of the Dalyell Stream should contact the Student Centre.

### 4. Cross-Faculty Management

- (1) Candidates will be under the general supervision of the Faculty of Engineering and Information Technologies for the duration of the degree or combined degree.
- (2) The Deans of the Faculty of Engineering and Information Technology and the Faculty responsible for the second degree shall jointly exercise authority in any matter concerned with the combined course not otherwise dealt with in these resolutions.

### 5. Admission to Candidature

- (1) Admission to the Bachelor of Advanced Computing, the Bachelor of Advanced Computing and Bachelor of Science and the Bachelor of Advanced Computing and Bachelor of Commerce is on the basis of a secondary school leaving qualification such as the NSW Higher School Certificate (including national and international equivalents), tertiary study or an approved preparation program. English language requirements must be met where these are not demonstrated by sufficient qualifications taught in English. Special admission pathways are open for mature aged applicants who do not possess a school leaving qualification, educationally disadvantaged applicants and for Aboriginal and Torres Strait Islander applicants. Applicants are ranked by merit and offers for available places are issued according to the ranking. Details of admission requirements are found in the Coursework Rule and the Coursework Policy.
- (2) Commencing candidates may not be admitted to candidature in the Bachelor of Computing. With the permission of the Faculty, candidates in the Bachelor of Advanced Computing may transfer into the Bachelor of Computing as specified in Clause 13 below.
- (3) Admission to the Dalyell stream requires achievement of a minimum tertiary admission rank (ATAR) set by the Board of Interdisciplinary Studies or equivalent standard.



**6. Requirements for Award**

- (1) The units of study that may be taken for the Bachelor of Computing, the Bachelor of Advanced Computing, the Bachelor of Advanced Computing/Bachelor of Commerce and the Bachelor of Advanced Computing/Bachelor of Science are:
  - (a) Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (b) Table A for the Bachelor of Commerce;
  - (c) Table A for the Bachelor of Science;
  - (d) Table S from the Shared Pool for Undergraduate Degrees;
  - (e) Table O from the Shared Pool for Undergraduate Degrees.

In these resolutions, except where otherwise specified Table S and Table O mean Table S and Table O as specified here.
- (2) To qualify for the award of the Bachelor of Computing, a candidate must complete 144 credit points, comprising:
  - (a) 78 credit points of core units as specified in Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (b) An Information Technology Major (48 credit points) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing and as defined in section 7 below;
  - (c) Optionally, up to 12 credit points of units of study in the Open Learning Environment as listed in Table O;
  - (d) Optionally a minor (36 credit points) from Table S;
  - (e) Where appropriate, additional elective units as required from Table A for the Bachelor of Computing/Bachelor of Advanced Computing.
- (3) To qualify for the award of the Bachelor of Advanced Computing, a candidate must complete 192 credit points, comprising:
  - (a) 96 credit points of core units as specified in Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (b) An Information Technology Major (48 credit points) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing and as defined in section 7 below;
  - (c) At least 12 credit points of 4000-level or higher IT electives from Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (d) Optionally up to 12 credit points of units of study in the Open Learning Environment as listed in Table O;
  - (e) Optionally, minor (36 credit points) or second major (48 credit points) from Table S;
  - (f) Where appropriate, additional elective units as required from Table A for the Bachelor of Computing/Bachelor of Advanced Computing or Table S.
- (4) To qualify for the award of the Bachelor of Advanced Computing / Bachelor of Science a candidate must complete 240 credit points comprising:
  - (a) 96 credit points of core units as specified in Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (b) An Information Technology Major (48 credit points) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing and as defined in section 7 below;
  - (c) At least 12 credit points of 4000-level or higher IT electives from Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (d) Degree core: 12 credit points of mathematics degree core units of study as set out in Table A for the Bachelor of Science (students may count the units from their major(s) or minor(s) to fulfill this requirement) and 12 credit points of 1000-level science elective units of study (excluding units listed as Mathematics degree core) as set out in Table A (students may count the units from their major(s) or minor(s) to fulfil this requirement); and
  - (e) A Science Major (48 credit points) or a 3-year program with an embedded major from Table A for the Bachelor of Science, and which is different from the major completed to satisfy requirements specified clause 6 (4)(b) above (note: candidates taking Computational Data Science to fulfil requirements specified in clauses 6 (4) (b) may not take Data Science to fulfil requirements for the second major specified in this clause);
  - (f) If enrolled in a stream, requirements for the stream as specified in Table A for the Bachelor of Science or Table S.

- (g) 12 credit points of units of study in the Open Learning Environment as listed in Table O;
- (h) Where appropriate, additional elective units as required from Table A for the Bachelor of Computing/Bachelor of Advanced Computing, Table A for the Bachelor of Science and Table S.
- (5) To qualify for the award of the Bachelor of Advanced Computing / Bachelor of Commerce a candidate must complete 240 credit points comprising:
  - (a) 96 credit points of core units as specified in Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (b) An Information Technology Major (48 credit points) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing and as defined in section 7 below;
  - (c) At least 12 credit points of 4000-level or higher IT electives from Table A for the Bachelor of Computing/Bachelor of Advanced Computing;
  - (d) 24 credit points of core units of study as set out in Table A for the Bachelor of Commerce;
  - (e) A Commerce Major (48 credit points) from Table A for the Bachelor of Commerce;
  - (f) 12 credit points of units of study in the Open Learning Environment as specified in Table O;
  - (g) Where appropriate, additional elective units as required from Table A for the Bachelor of Computing/Bachelor of Advanced Computing, Table A for the Bachelor of Commerce, and Table S.

**7. Majors, Minors and Programs**

- (1) *Bachelor of Computing and Bachelor of Advanced Computing*
  - (a) Completion of a major (the Information Technology Major) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing is a requirement for the Bachelor of Computing and Bachelor of Advanced Computing. The majors available as Information Technology Majors are:
    - (i) Computer Science
    - (ii) Software Development
    - (iii) Information Systems
    - (iv) Computational Data Science
  - (b) Completion of a minor (the common pool minor) as listed and specified in Table S is optional in the Bachelor of Computing. Completion of a minor or major (the common pool minor or major) as listed and specified in Table S is optional in the Bachelor of Advanced Computing. The available minors and majors and requirements are as specified in Table S. Students taking an Information Technology Major in Computational Data Science may not take a minor or major in Data Science from Table S.
- (2) *Bachelor of Advanced Computing / Bachelor of Science*
  - (a) Completion of a major (the Information Technology Major) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing is a requirement for the Bachelor of Advanced Computing/Bachelor of Science. The majors available as Information Technology Majors are as specified in clause 7 (1)(a) for the Bachelor of Advanced Computing.
  - (b) Completion of a major (the Science Major) or a program which contains a major (the Science Program) from Table A for the Bachelor of Science is a requirement for the Bachelor of Advanced Computing/ Bachelor of Science. The Science Major must not be the same as the Information Technology Major completed to satisfy requirements specified in clause 7 (2)(a) above. Students taking an Information Technology Major in Computational Data Science may not take a Table A major for the Bachelor of Science or Table S Major in Data Science. The majors and programs available and requirements for completing the majors and programs are as specified in Table A for the Bachelor of Science.
- (3) *Bachelor of Advanced Computing / Bachelor of Commerce*
  - (a) Completion of a major (the Information Technology Major) from Table A for the Bachelor of Computing/Bachelor of Advanced Computing is a requirement for the Bachelor of Advanced Computing/ Bachelor of Commerce. The majors available are as specified in clause 7 (1) (a) for the Bachelor of Advanced Computing.
  - (b) Completion of a major (the Commerce Major) from Table A for the Bachelor of Commerce is a requirement. The

majors available and requirements for completing the major are as specified in Table A for the Bachelor of Commerce.

**8. Progression Rules**

- (1) *Progression within a major, program or minor:* Except with the permission of the relevant program, major or minor coordinator, candidates must have passed, or be concurrently enrolled in, all units of study at a given level before enrolling in any units at a higher level.
- (2) *Progression within the Bachelor of Advanced Computing combined degrees:* Candidates must adhere to any progression rules for the Bachelor of Science or Bachelor of Commerce as relevant.
- (3) *Progression within the Medical Science Stream:* Students in this stream will be required to meet the progression requirements for the stream.
- (4) *Progression with the Dalyell Stream:*
  - (a) With the permission of the Dalyell coordinator, candidates in the Dalyell stream may attempt advanced units at higher levels than the usual sequence through a program, major or minor.
  - (b) Candidates must achieve an Annual Average Mark at a level determined by the Board of Interdisciplinary Studies in each year of study to continue in the Dalyell stream. Candidates who do not maintain an Annual Average Mark at the level determined by the Board of Interdisciplinary Studies may continue in any other major, minor, program or stream into which they were admitted, but will not remain in the Dalyell stream.

**9. Requirements for the Honours degree**

- (1) *Bachelor of Computing:* Honours is not available in the Bachelor of Computing.
- (2) *Bachelor of Advanced Computing (as either a single degree or as part of a combined degree):* Honours is awarded in the Bachelor of Advanced Computing to meritorious candidates who meet the level of performance specified in clause 10.
- (3) *Honours in an area of study in the Bachelor of Science and Bachelor of Commerce, as part of a combined degree with the Bachelor of Advanced Computing*
  - (a) Honours in an area of study in the Bachelor of Science or Bachelor of Commerce, as part of the combined degree, is available to meritorious candidates by enrolling in the Bachelor of Advanced Studies and completing an embedded honours component after completion of requirements for the combined degree.
  - (b) For candidates completing the Bachelor of Science or Bachelor of Commerce as part of a combined degree with the Bachelor of Advanced Computing and also completing an embedded honours component in the Bachelor of Advanced Studies, the requirement in the Bachelor of Advanced Studies for completion of a second major shall be met by the Information Technology major specified in 6 (4) (b) or 6 (5) (b).

**10. Award of the Degrees**

- (1) The Bachelor of Advanced Computing degree is awarded with honours. The honours degree is awarded in classes ranging from First Class to Second Class, Division Two. The various classes of Honours are awarded on the basis of a candidate's EIHWM.

| Description                   | Range           |
|-------------------------------|-----------------|
| Honours Class I               | 75 <= EIHWM     |
| Honours Class II (Division 1) | 70 <= EIHWM <75 |
| Honours Class II (Division 2) | 65 <= EIHWM <70 |

Candidates who do not meet the requirements for honours in the Bachelor of Advanced Computing but who have otherwise satisfied the course requirements, will be awarded the pass degree.

- (2) The Bachelor of Science and the Bachelor of Commerce are awarded at pass level. Honours in Science or Commerce is taken by enrolling in the Bachelor of Advanced Studies and completing an embedded honours component.
- (3) Candidates who attempt the Bachelor of Science or Bachelor of Commerce as part of a combined degree with the Bachelor of Advanced Computing with an embedded honours component in the Bachelor of Advanced Studies who do not meet the requirements for honours but who meet the requirement for the pass degree, may be awarded the

relevant degree or combined degree at pass level for which they fulfil requirements.

**11. Cross-institutional study**

Cross-institutional study is not available in the Bachelor of Computing or Bachelor of Advanced Computing. Cross-institutional study in the Bachelor of Commerce or Bachelor of Science is as specified in the relevant degree and faculty resolutions.

**12. International exchange**

The faculties of Engineering and Information Technology, Science and Commerce encourage candidates in these degrees to participate in international exchange programs subject to the terms set out in the Resolutions of the Faculty of Engineering and Information Technology.

**13. Course Transfer**

- (1) A candidate enrolled in the Bachelor of Advanced Computing who has satisfied the requirements of the Bachelor of Computing may transfer to the Bachelor of Computing and graduate.
- (2) A candidate in a combined degree with the Bachelor of Advanced Computing may abandon that combined degree and elect to complete either the Bachelor of Advanced Computing or the other component of the combined degree (the Bachelor of Science or the Bachelor of Commerce) in accordance with the resolutions governing that degree.
- (3) A candidate who, having satisfied requirements for a combined degree with the Bachelor of Advanced Computing, who has enrolled in the Bachelor of Advanced Studies to complete an embedded honours component as specified in 9 (3) (a) may abandon the Bachelor of Advanced Studies and graduate with the Bachelor of Advanced Computing or the associated combined degree in accordance with the resolutions governing that degree or those degrees.

**14. Credit for previous study**

Credit transfer is subject to the provisions of the Coursework Policy and the Resolutions of the Faculty of Engineering and Information Technologies and also, for students enrolled in combined degrees, the resolutions of the relevant faculty.

**15. Transitional Provisions**

These resolutions apply to students who commenced their candidature after 1 January, 2018.



# Bachelor of Engineering Honours and Bachelor of Commerce

The combined Bachelor of Engineering Honours and Bachelor of Commerce is administered by the Faculty of Engineering and Information Technologies for the duration of the degree.

| Course details                        | Bachelor of Engineering Honours and Bachelor of Commerce |
|---------------------------------------|--|
| CRICOS code                           | 025102K  |
| Degree abbreviation                   | BEHons/BCom  |
| Credit points required for completion | 240  |
| Duration (full-time)                  | 5 years  |

Students may combine the Bachelor of Commerce with any one of the following Bachelor of Engineering Honours streams. Both degrees are studied concurrently and will be awarded after five years of full-time study.

The following Engineering streams are available:

- Aeronautical
- Biomedical
- Chemical and Biomolecular
- Civil
- Electrical
- Mechanical
- Mechatronic
- Software

Details on the degree structure and progression, can be found in the Faculty of Engineering and Information Technology handbook and website.

## Course rules and resolutions

Bachelor of Engineering Honours combined degrees

Bachelor of Engineering Honours combined degrees

Bachelor of Engineering Honours and Bachelor of Arts

Bachelor of Engineering Honours and Bachelor of Commerce

Bachelor of Engineering Honours and Bachelor of Science

Bachelor of Engineering Honours and Bachelor of Design in Architecture

Bachelor of Engineering Honours and Bachelor of Laws

Bachelor of Engineering Honours and Bachelor of Project Management

*These resolutions must be read in conjunction with applicable University By-laws, Rules and policies including (but not limited to) the University of Sydney (Coursework) Rule 2014 (the 'Coursework Rule'), the Coursework Policy 2014, the Resolutions of the Faculty, the University of Sydney (Student Appeals against Academic Decisions) Rule 2006 (as amended), the Academic Honesty in Coursework Policy 2015 and the Academic Honesty Procedures 2016. Up to date versions of all such documents are available from the Policy Register: <http://sydney.edu.au/policies>.*

### Course Resolutions

#### 1 Course codes

| Code     | Course title   |
|----------|--|
| BHENGART | Bachelor of Engineering Honours and Bachelor of Arts                   |
| BHENGCOM | Bachelor of Engineering Honours and Bachelor of Commerce               |
| BHENGDAR | Bachelor of Engineering Honours and Bachelor of Design in Architecture |
| BHENGLAW | Bachelor of Engineering Honours and Bachelor of Laws                   |
| BHENGPRM | Bachelor of Engineering Honours and Bachelor of Project Management     |



| Code     | Course title                                    |
|----------|---|
| BHENGSCI | Bachelor of Engineering and Bachelor of Science |

## 2 Attendance Pattern

- (1) The attendance pattern for the following programs is full-time only. The attendance pattern for all other Bachelor of Engineering Honours combined courses is full time or part time.
  - (a) Bachelor of Engineering Honours and Bachelor of Design in Architecture
  - (b) Bachelor of Engineering Honours and Bachelor of Laws
- (2) Part time students must still satisfy appropriate enrolment progression and are subject to the same degree time limits as full time students. International students are required to follow the enrolment pattern as specified by their visa. The Faculty strongly recommends full time enrolment as the preferred option for all undergraduate students unless exceptional circumstances exist.

## 3 Streams

- (1) Completion of a stream is a requirement of the Bachelor of Engineering Honours and students in combined degrees are subject to the stream requirements in the Bachelor of Engineering Honours course resolutions.
- (2) Students in the Bachelor of Engineering Honours combined degrees can change the stream of the Bachelor of Engineering Honours portion of their combined degree in accordance with the same requirements specified in the Bachelor of Engineering Honours resolutions.
- (3) *Flexible First Year*  
Students gaining entry to any of the Bachelor of Engineering Honours combined degrees may also choose to undertake the Flexible First Year program under the same requirements as specified in the Bachelor of Engineering Honours resolutions.
- (4) Within the Bachelor of Engineering Honours and Bachelor of Design in Architecture, the Bachelor of Engineering Honours is available only in the Civil Engineering stream. For all other Bachelor of Engineering Honours combined degrees, the streams available for the Bachelor of Engineering Honours are listed under the course resolution for the Bachelor of Engineering Honours.
- (5) The Bachelor of Science degree is available in the following streams:
  - (a) Health
  - (b) Medical Science
  - (c) Dalyell
- (6) The Bachelor of Arts degree is available in the following streams:
  - (a) Dalyell
- (7) The Bachelor of Commerce degree is available in the following streams:
  - (a) Dalyell
- (8) Completion of a stream is not a requirement of the Bachelor of Science, the Bachelor of Arts, or the Bachelor of Commerce. The requirements for the completion of each stream are as specified in Table A for the relevant degree, or, in the case of the Dalyell stream, Table S of the Shared Pool for Undergraduate Degrees.
- (9) Candidates wishing to transfer between streams should contact the Student Centre. Candidates who qualify for the Dalyell stream may complete that stream while also completing another stream.

## 4 Cross-Faculty Management

- (1) Candidates in the combined Engineering and Law courses will be under the general supervision of the Faculty of Engineering and Information Technologies until the end of the semester in which they complete the requirements for the Bachelor of Engineering Honours. They will then be under the supervision of the University of Sydney Law School. Candidates in all other combined degree programs will be under the general supervision of the Faculty of Engineering and Information Technologies for the duration of the combined program.
- (2) The Dean of the Faculty of Engineering and Information Technologies and the Dean of the Faculty hosting the associated combined degree shall jointly exercise authority in any matter concerned with the combined course not otherwise dealt with in these resolutions.

## 5 Admission to Candidature

- (1) Admission to these degrees is on the basis of a secondary school leaving qualification such as the NSW Higher School Certificate (including national and international equivalents), tertiary study or an approved preparation program. English language requirements must be met where these are not demonstrated by sufficient qualifications taught in English. Special admission pathways are open for mature aged applicants who do not possess a school leaving qualification, educationally disadvantaged applicants and for Aboriginal and Torres Strait Islander applicants. Applicants are ranked by merit and offers for available places are issued according to the ranking. Details of admission policies are found in the Coursework Rule.
- (2) Admission to the Dalyell stream requires achievement of a minimum tertiary admission rank (ATAR) set by the Board of Interdisciplinary Studies or above in or equivalent standard.

## 6 Requirements for Award

- (1) *To qualify for the award of the combined degree:*
  - (a) For all Bachelor of Engineering Honours combined degrees except the Bachelor of Engineering Honours and Bachelor of Laws, a candidate must complete 240 credit points and satisfy any additional requirements specified in the following clauses.
  - (b) For the Bachelor of Engineering Honours and Bachelor of Laws combined degree, a candidate must complete 288 credit points and any additional requirements specified in the following clauses.
  - (c) Where the requirements specified in the following clauses account for less than the total required credit, candidates must complete additional units of study (not including general electives) from the relevant Bachelor of Engineering Honours specialist stream table subject to any conditions specified in that table as may be necessary to satisfy the requirements of the degree.
- (2) *For the Bachelor of Engineering Honours component of a combined degree:*
  - (a) The units of study that may be taken for the Bachelor of Engineering Honours component of the combined degree are set out in the tables of units of study for the Bachelor of Engineering Honours single degree;
    - (b) Except where varied by other clauses of these resolutions, all candidates must complete a minimum of 144 credit points comprising:
      - (i) 36 credit points from the Engineering Core Table, including all required units;
      - (ii) 108 credit points from the Engineering Stream Core Table pertaining to the specialist stream being undertaken, including all required units;
    - (c) The Faculty Board may approve, based on appropriate academic justification, a list of approved unit alternatives. These alternatives specify, for particular Engineering stream / combined degree combinations, units within the normal requirements for the Bachelor of Engineering Honours component of the combined degree that can be replaced by specified alternative units that would form part of the normal program for single degree students in that stream.
- (3) *For the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce component of a combined degree:*
  - (a) The units of study that may be taken are set out in Table A for the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce degrees, and Table S and Table O of the Shared Pool for Undergraduate Degrees.

- (b) In these resolutions Table A refers to Table A of the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce according to the degree in which the candidate is enrolled as a component of one of the combined degrees, (respectively) Bachelor of Engineering Honours and Bachelor of Arts, Bachelor of Engineering Honours and Bachelor of Science, or Bachelor of Engineering Honours and Bachelor of Commerce; Table S and Table O refers to Table S and Table O as stated here.
- (c) Candidates must complete 96 credit points in the Bachelor of Arts, or the Bachelor of Science or the Bachelor of Commerce including:
- (i) any required degree core units as set out in Table A of the degree in which the candidate is enrolled; and
  - (ii) a major (48 credit points) or a 3-year program with an embedded major (except for the Professional Accounting Program) from Table A of the degree in which the candidate is enrolled; and
  - (iii) 12 credit points of units of study in the Open Learning Environment as listed in Table O; and
  - (iv) where appropriate, additional electives from Table A of the degree in which the candidate is enrolled or Table S;
  - (v) If enrolled in a stream, complete the requirements for the stream as specified in Table A of the degree in which the candidate is enrolled.
- (4) *For the Bachelor of Design in Architecture component of a combined degree:*
- (a) Candidates must complete 96 credit points of units of study from the Bachelor of Engineering Honours (Civil) and Bachelor of Design in Architecture - Architecture Table.
- (5) For the Bachelor of Laws component of a combined degree candidates must complete 144 credit points of Law units of study taken from the University of Sydney School of Law Undergraduate Table, comprising:
- (a) 102 credit points of compulsory units of study; and
  - (b) 42 credit points of elective units of study, of which a maximum of 36 credit points are taken from Part 1 and a minimum of 6 credit points are taken from Part 2.
- (c) Students may apply to take up to a maximum of 24 credit points of LAWS6000/JURS6000 units of study as elective units of study:
- (i) enrolment in LAWS6000/JURS6000 units of study will be subject to availability and any unit pre-requisites or assumed knowledge, which may include relevant industry experience or prior specialist study.
  - (ii) enrolment in LAWS6000/JURS6000 units is only permitted after a candidate has completed 96 credit points towards the Bachelor of Laws.
  - (iii) students may only enrol in LAWS6000/JURS6000 units listed in the Bachelor of Laws Elective units of study Table.
- (6) *For the Bachelor of Project Management component of a combined degree:*
- (a) Candidates must complete the core and elective units of study as set out in the Bachelor of Project Management Unit of Study Table.

## 7 Majors and Programs

- (1) For the Bachelor of Engineering Honours component of a combined degree:
- (a) The conditions for awarding a major, and the majors available, are the same as for the Bachelor of Engineering Honours degree.
  - (b) Where a candidate wishes to complete a major, and that major requires completion of additional credit points beyond the standard requirements, then such enrolment will be allowed for the first major to be completed, up to 24cp in total, provided the candidate utilises all allowed elective components in satisfying the requirements of the major.
- (2) For the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce component of a combined degree:
- (a) Completion of a major or a program which contains a major from Table A of the degree in which the candidate is enrolled is a requirement. The majors and programs available and requirements for completing the majors and programs are as specified in Table A of the degree in which the candidate is enrolled.

## 8 Requirements for Honours

- (1) Honours in the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce is available to meritorious candidates as part of the combined degree with the Bachelor of Engineering Honours by enrolling in the Bachelor of Advanced Studies and taking an embedded honours component, after completing 240 credit points and satisfying requirements for the combined degree.
- (2) For candidates completing the Bachelor of Arts, Bachelor of Commerce or Bachelor of Science in a combined degree with the Bachelor of Engineering Honours and also completing an embedded honours component in the Bachelor of Advanced Studies, the requirement in the Bachelor of Advanced Studies for completion of a second major shall be deemed to be met by the 144 credit points of Engineering units specified in 6 (2) above.
- (3) The grade of honours awarded on the basis of an embedded component in the Bachelor of Advanced Studies will be determined by an honours mark calculated from work in the embedded honours component as specified in the relevant faculty resolutions and degree resolutions for the honours component taken and Table A for the degree in which the candidate was enrolled as a component of the combined degree.

## 9 Award of the Degrees

- (1) Candidates will be awarded a separate testamur for the Bachelor of Engineering Honours and for the partner bachelor degree.
- (2) Candidates who successfully complete the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce component as specified in 6 (3) and also complete an embedded honours component with the Bachelor of Advanced Studies shall be awarded the Bachelor of Advanced Studies separately with honours in the appropriate discipline.
- (3) Candidates for the Bachelor of Arts, Bachelor of Science or Bachelor of Commerce with an embedded honours component in the Bachelor of Advanced Studies with honours who do not meet the requirements for honours but who meet the requirement for the pass degree, may be awarded the relevant degrees for which they fulfill requirements at pass level.
- (4) The award grades, and the criteria for the grades, are as defined in the resolutions for the constituent degrees.
- (5) Candidates for the award of the Bachelor of Design in Architecture (Honours) who do not meet the requirements, and who have not already graduated, will be awarded the Bachelor of Design in Architecture pass degree.
- (6) The Bachelor of Laws can be awarded in the grades of either Pass or Honours. Honours in the Bachelor of Laws is awarded in First Class or Second Class in accordance with the resolutions of the Bachelor of Laws.

## 10 Course Transfer

- (1) For the Bachelor of Engineering Honours combined with Bachelor of Arts, Bachelor of Science, Bachelor of Design in Architecture and Bachelor of Project Management, a candidate may abandon the combined program and elect to complete either the Bachelor of Engineering Honours or the associated combined degree in accordance with the resolutions governing that degree.
- (2) For the Bachelor of Engineering Honours combined with Bachelor of Laws, a candidate may withdraw from the combined degree program and elect to transfer to the Bachelor of Engineering Honours, by written application to the Faculty of Engineering and Information Technologies, and complete the requirements in accordance with the resolutions governing that degree at the time of transfer. Candidature in the Bachelor of Laws will cease in these circumstances.
- (3) For the Bachelor of Engineering Honours combined with Bachelor of Commerce a candidate may abandon the combined program and elect to complete either the Bachelor of Engineering Honours or the Bachelor of Commerce in accordance with the resolutions governing that degree. Transfer from a combined degree to the Bachelor of Commerce is also conditional on the student having met the entry requirements of the Bachelor of Commerce in force at the time of their enrolment in the combined degree.



- (4) Completion of the abandoned degree in the future will require a new application for admission to that course and completion in accordance with the resolutions governing that degree.
- (5) A candidate who has enrolled in the Bachelor of Advanced Studies to complete requirements for an embedded honours component or a stream may abandon the Bachelor of Advanced Studies and return to the combined degree.

#### 11 Progression Rules

- (1) General progression rules for the combined degrees are covered by the resolutions of the Faculty of Engineering and Information Technologies.
- (2) Candidates in a combined law program:
  - (a) must successfully complete LAWS1006 Foundations of Law before enrolling in any other Bachelor of Laws units of study;
  - (b) except with permission of the Dean of the University of Sydney Law School, candidates must complete the requirements for the Bachelor of Engineering Honours before proceeding to Year Five of the Bachelor of Laws.
- (3) *Progression within the Dalyell Stream*
  - (a) With the permission of the Dalyell coordinator, candidates in the Dalyell Stream may attempt units at higher levels than the usual sequence.
  - (b) Candidates must achieve an Annual Average Mark at a level determined by the Board of Interdisciplinary Studies in each year of study or over for each 48 credit-point block to continue in the Dalyell Stream. Candidates who do not maintain an Annual Average Mark at the level determined by the Board of Interdisciplinary Studies may continue in any other stream into which they were admitted, major, program or minor but will not remain in the Dalyell Stream.
- (4) *Progression within the Bachelor of Science (Medical Science) Stream*  
Students in this stream will be required to meet the progression requirements for the stream.

#### 12 Transitional Provisions

- (1) These resolutions apply to students who commenced their candidature on or after 1 January 2018.
- (2) Students who commenced their candidature prior to 1 January 2018 may:
  - (a) complete the requirements in accordance with the resolutions governing their candidature immediately prior to these changes; or
  - (b) where approved by the Faculty, elect to proceed under these resolutions provided appropriate programs of study can be identified. For the Bachelor of Science, Bachelor of Commerce and Bachelor of Arts, transitional arrangements will be as specified in the relevant set of resolutions.

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# Subject areas

## Table A subject areas (University of Sydney Business School)

The Table A subject areas are those offered by the disciplines of the University of Sydney Business School for students enrolled in the Bachelor of Commerce and combined Bachelor of Commerce degrees. Students can complete majors, minors (in most cases) or electives from these subject areas for their degree.

*Note.* Students cannot complete both a major and a minor from the same subject area for their degree.

The Table A subject areas are as follows:

- Accounting
- Accounting (Professional)
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing

## Table S - Interdisciplinary Studies

Students are able to complete a major, minor or electives from another faculty of the University of Sydney. For example, a language from the Faculty of Arts and Social Sciences, or Behavioural Sciences from the Faculty of Science can be completed as a secondary major or minor in the Bachelor of Commerce and the Bachelor of Commerce and Bachelor of Advanced Studies.

The available majors, minor and units of study are listed in Table S in the Interdisciplinary Studies Handbook.





# Accounting

Study in accounting provides capability and credibility across a broad spectrum of careers. It opens the door to many other markets and professions where the ability to understand and interpret financial information is the key capability. Students are provided with the opportunity to develop strong, technical, analytical and problem solving skills, whilst keeping abreast of contemporary issues in accounting practice. A feature of the Business School's program is that it takes an analytical perspective of how accounting is practised and how it should be practised. These and other questions are explored in an atmosphere that encourages a sense of enquiry.

## Options for studying Accounting

Accounting is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Accounting for their degree.

Students wishing to pursue professional accounting accreditation can complete the Professional Accounting program instead of the Accounting major – please refer to Accounting (Professional) subject area for details.

## Pathways through the major and minor

The requirements for a major/minor in Accounting are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Accounting major

To achieve a major in Accounting, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 12 credit points of 3000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Accounting major (over three years of a degree) is listed below.

| Year   | Session    | Units of study  |
|--------|------------|---|
| First  | Semester 1 | <b>Core:</b> BUSS1030 Accounting, Business and Society *  |
|        | Semester 2 | <b>Core:</b> ACCT1006 Accounting and Financial Management   |
| Second | Semester 1 | <b>Core:</b> ACCT2011 Financial Accounting A  |
|        | Semester 2 | <b>Core:</b> ACCT2012 Management Accounting A   |
| Third  | Semester 1 | <b>Core:</b> ACCT3011 Financial Accounting <b>Selective:</b> 3000-level unit listed for major B                 |
|        | Semester 2 | <b>Core:</b> ACCT3600 Accounting and Auditing in Practice ** <b>Selective:</b> 3000-level unit listed for major |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Accounting section of the unit of study table, Table A in this handbook.

### (ii) Accounting minor

To achieve a minor in Accounting, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Accounting minor (over three years of a degree) is listed below.

| Year  | Session    | Units of study  |
|-------|------------|---|
| First | Semester 1 | <b>Core:</b> BUSS1030 Accounting, Business and Society *  |
|       | Semester 2 | <b>Core:</b> ACCT1006 Accounting and Financial Management |



| Year   | Session           | Units of study                                      |
|--------|-------------------|---|
| Second | <i>Semester 1</i> | <b>Core:</b> ACCT2011 Financial Accounting A        |
|        | <i>Semester 2</i> | <b>Core:</b> ACCT2012 Management Accounting A       |
| Third  | <i>Semester 1</i> | <b>Selective:</b> 3000-level unit listing for minor |
|        | <i>Semester 2</i> | <b>Selective:</b> 3000-level unit listing for minor |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Accounting section of the unit of study table, Table A in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Accounting (within the first three years of their degree) may be eligible to complete honours in Accounting as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in accounting at the University of Sydney, please refer to the Discipline of Accounting.

# Professional Accounting

The Professional Accounting program meets the requirements for professional accounting accreditation with the Chartered Accountants Australia and New Zealand and CPA Australia.

## Options for studying Professional Accounting

Professional Accounting is only available as Table A program option in the Bachelor of Commerce and the Bachelor of Commerce and Bachelor of Advanced Studies.

*Please note.* Students cannot complete the Professional Accounting program in combination with a major or minor in Accounting.

## Pathway through the Professional Accounting program

The requirements for the Professional Accounting program are spread out over three years of the degree (four years if students are completing a combined Bachelor of Advanced Studies degree).

To achieve the Professional Accounting program, students must complete 72 credit points comprising:

- 24 credit points of 1000-level core units of study;
- 24 credit points of 2000-level core units of study; and
- 24 credit points of 3000-level core units of study.

A sample pathway for this program is listed below.

| Year          | Session    | Units of study  |  |
|---------------|------------|---|--|
| <b>First</b>  | Semester 1 | <b>Core:</b> BUSS1020 Quantitative Business Analysis*     | <b>Core:</b> BUSS1030 Accounting, Business and Society*      |
|               | Semester 2 | <b>Core:</b> ACCT1006 Accounting and Financial Management | <b>Core:</b> BUSS1040 Economics for Business Decision Making |
| <b>Second</b> | Semester 1 | <b>Core:</b> ACCT2011 Financial Accounting A              | <b>Core:</b> CLAW2214 Business Law for Accountants           |
|               | Semester 2 | <b>Core:</b> ACCT2012 Management Accounting A             | <b>Core:</b> FINC2011 Corporate Finance I                    |
| <b>Third</b>  | Semester 1 | <b>Core:</b> ACCT3011 Financial Accounting B              | <b>Core:</b> INFS3110 Accounting Information Systems         |
|               | Semester 2 | <b>Core:</b> ACCT3600 Accounting and Auditing in Practice | <b>Core:</b> CLAW3201 Australian Taxation System             |

\* These units are also degree core for the Bachelor of Commerce and related combined degrees.

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the Professional Accounting program please refer to the Accounting (Professional) section of the unit of study table, Table A, in this handbook.





# Banking

Banking is offered by the Discipline of Finance in the University of Sydney Business School which is a leading research group currently ranked among the top five finance groups in the Asia-Pacific region. Study in banking takes an applied approach, teaching students the role of banks in the financial system, the management and regulation of banks in the domestic and international contexts and the activities of private and investment banks.

## Options for studying Banking

Banking is available as a Table A major option in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

## Pathway through the major

The requirements for a major in Banking are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

To achieve a major in Banking, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 12 credit points of 3000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Banking major (over three years of a degree) is listed below.

| Year          | Session           | Units of study   |
|---------------|-------------------|--|
| <b>First</b>  | <i>Semester 1</i> | <b>Core:</b> BUSS1020 Quantitative Business Analysis *   |
|               | <i>Semester 2</i> | <b>Core:</b> BUSS1040 Economics for Business Decision Making                                       |
| <b>Second</b> | <i>Semester 1</i> | <b>Core:</b> BANK2011 Banking and the Financial System   |
|               | <i>Semester 2</i> | <b>Core:</b> FINC2011 Corporate Finance I  |
| <b>Third</b>  | <i>Semester 1</i> | <b>Core:</b> BANK3011 Bank Financial Management <b>Selective:</b> 3000-level unit listed for major |
|               | <i>Semester 2</i> | <b>Core:</b> BANK3600 Banking in Practice ** <b>Selective:</b> 3000-level unit listed for major    |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

\*\* Capstone unit for major – completed in final semester of study

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Banking section of the unit of study table Table A, in this handbook.

## Further information

For further information regarding study in accounting at the University of Sydney, please refer to the Discipline of Finance website.







# Business Analytics

Business Analytics introduces students to the quantitative methods they will need to thrive in the modern business world. Business Analytics is concerned with using business data to develop new insights and understanding. This involves being able to extract and summarise information from the rich data sets readily available in today's business environment; it involves being able to analyse this data in a way that leads to useful models of both the operations and the environment of a business; and it involves being able to respond appropriately as managers to quantitative information and quantitative models, and as such be able to make better business decisions.

As well as being useful in their own right, these skills in business analytics also enhance the effectiveness in the workplace of graduates majoring in other business disciplines. A range of electives is offered allowing students to select topics in business statistics, in operations management and in decision sciences.

## Options for studying Business Analytics

Business Analytics is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Business Analytics for their degree.

## Pathway through the major and minor

The requirements for a major/minor in Business Analytics are spread out over three years of the degree (four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Business Analytics major

To achieve a major in Accounting, students must complete 48 credit points comprising:

- 12 credit points in 1000-level core units of study;
- 18 credit points in 2000-level core units of study;
- 6 credit points in 3000-level core units of study; and
- 12 credit points in 3000-level selective units of study.

A sample pathway for the Business Analytics major (over three years of a degree) is listed below:

| Year   | Session    | Units of study  |
|--------|------------|---|
| First  | Semester 1 | Core: BUSS1020 Quantitative Business Analysis *   |
|        | Semester 2 | Core: QBUS1040 Foundations of Business Analytics  |
| Second | Semester 1 | Core: QBUS2310 Management Science   |
|        | Semester 2 | Core: QBUS2810 Statistical Modelling for Business   |
| Third  | Semester 1 | Core: QBUS2820 Predictive Analytics <b>Selective:</b> 3000-level unit listed for major              |
|        | Semester 2 | Core: QBUS3600 Business Analytics in Practice ** <b>Selective:</b> 3000-level unit listed for major |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Business Analytics section of the unit of study table, Table A in this handbook.

### (ii) Business Analytics minor

To achieve a minor in Business Analytics, students must complete 36 credit points comprising:

- 12 credit points in 1000-level core units of study;
- 18 credit points in 2000-level core units of study; and
- 6 credit points in 3000-level selective units of study.

A sample pathway for the Business Analytics minor (over three years of a degree) is listed below.

| Year  | Session    | Units of study                                   |
|-------|------------|--|
| First | Semester 1 | Core: BUSS1020 Quantitative Business Analysis *  |
|       | Semester 2 | Core: QBUS1040 Foundations of Business Analytics |



| Year   | Session    | Units of study                                    |
|--------|------------|---|
| Second | Semester 1 | Core: QBUS2310 Management Science                 |
|        | Semester 2 | Core: QBUS2810 Statistical Modelling for Business |
| Third  | Semester 1 | Core: QBUS2820 Predictive Analytics               |
|        | Semester 2 | Selective: 3000-level unit listed for minor       |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Business Analytics section of the unit of study table, Table A in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Business Analytics (within the first three years of their degree) may be eligible to complete honours in Business Analytics as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in business analytics at the University of Sydney, please refer to the Discipline of Business Analytics.

# Business Information Systems

A major in Business Information Systems (BIS) provides the essential knowledge necessary for organisations to meet their strategic goals, drive business innovation, and create effective business operations through the application of modern information and communication technologies (ICTs). Students majoring in BIS acquire sought-after business analysis and problem-solving skills to enable them to play an important role in helping organisations make the most of the potential of ICTs. Covered in detail are knowledge and skills in business analysis, business process improvement, project management, knowledge management, business intelligence, e-business, social media, information governance and enterprise systems. Graduates of the BIS major secure professional roles as consultants, business analysts, or project managers with major corporations, consulting practices and small businesses alike.

## Options for studying Business Information Systems

Business Information Systems is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Business Information Systems for their degree.

## Pathways through the major and minor

The requirements for a major/minor in Business Information Systems are spread out over three years of the degree (four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Business Information Systems major

To achieve a major in Business Information Systems, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 18 credit points of 2000-level selective units of study;
- 6 credit points of 3000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Business Information Systems major (over three years of a degree) is listed below.

| Year   | Session    | Units of study  |
|--------|------------|---|
| First  | Semester 1 | Core: INFS1000 Digital Business Innovation  |
|        | Semester 2 | Core: INFS1020 Digital Work Environments  |
| Second | Semester 1 | Selective: 2000-level unit listed for major   |
|        | Semester 2 | Selective: 2000-level unit listed for major   |
| Third  | Semester 1 | Selective: 2000-level unit listed for major    Selective: 3000-level unit listed for major                |
|        | Semester 2 | Core: INFS3600 Business Information Systems in Practice **    Selective: 3000-level unit listed for major |

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Business Information Systems section of the units of study table, Table A, in this handbook.

### (ii) Business Information Systems minor

To achieve a minor in Business Information Systems, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level selective units of study;
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Business Information Systems minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                              |
|--------|------------|---|
| First  | Semester 1 | Core: INFS1000 Digital Business Innovation  |
|        | Semester 2 | Core: INFS1020 Digital Work Environments    |
| Second | Semester 1 | Selective: 2000-level unit listed for minor |
|        | Semester 2 | Selective: 2000-level unit listed for minor |



| Year  | Session    | Units of study                                     |
|-------|------------|--|
| Third | Semester 1 | <b>Selective:</b> 3000-level unit listed for minor |
|       | Semester 2 | <b>Selective:</b> 3000-level unit listed for minor |

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Business Information Systems section of the units of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced Studies who complete a major in Business Information Systems (within the first three years of their degree) may be eligible to complete honours in Business Information Systems as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in business information systems at the University of Sydney, please refer to the Discipline of Business Information Systems.

# Business Law

Study in Business Law introduces students to business law and enables them to undertake an in-depth specialisation in some of its key areas – including corporate law, securities market regulation, banking and finance, taxation, insolvency, franchising, intellectual property, corporate crime, trade practices and consumer law. Specialist units are designed to provide the basis of a professional capability in the area far beyond the general introduction.

## Options for studying Business Law

Business Law is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Business Law for their degree.

## Pathways through the major and minor

The requirements for a major/minor in Business Law are spread out over three years of the degree (four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Business Law major

- To achieve a major in Business Law, students must complete 48 credit points comprising:
  - 12 credit points of 1000-level core units of study;
  - 18 credit points of 2000-level selective units of study;
  - 6 credit points of 3000-level core units of study; and
  - 12 credit points of 3000-level selective units of study.

A sample pathway for the Business Law major (over three years of a degree) is listed below.

| Year   | Session    | Units of study  |
|--------|------------|---|
| First  | Semester 1 | <b>Core:</b> CLAW1001 Foundations of Business Law *   |
|        | Semester 2 | <b>Core:</b> CLAW1003 Company Law *   |
| Second | Semester 1 | <b>Selective:</b> 2000-level unit listed for major  |
|        | Semester 2 | <b>Selective:</b> 2000-level unit listed for major  |
| Third  | Semester 1 | <b>Selective:</b> 2000-level unit listed for major <b>Selective:</b> 3000-level unit listed for major |
|        | Semester 2 | <b>Core:</b> CLAW3600 Business Law in Practice ** <b>Selective:</b> 3000-level unit listed for major  |

\* Students who wish to complete the Professional Accounting program in combination with the Business Law major substitute CLAW2214 (required for Professional Accounting program) for CLAW1001 and CLAW1003 to meet the requirements of this major.

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Business Law section of the Table A unit of study table in this handbook.

### (ii) Business Law minor

To achieve a minor in Business Law, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 18 credit points of 2000-level selective units of study; and
- 6 credit points of 3000-level selective units of study.

A sample pathway for the Business Law minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                                      |
|--------|------------|---|
| First  | Semester 1 | <b>Core:</b> CLAW1001 Foundations of Business Law * |
|        | Semester 2 | <b>Core:</b> CLAW1003 Company Law *                 |
| Second | Semester 1 | <b>Selective:</b> 2000-level unit listed for minor  |
|        | Semester 2 | <b>Selective:</b> 2000-level unit listed for minor  |



| Year  | Session    | Units of study                                     |
|-------|------------|--|
| Third | Semester 1 | <b>Selective:</b> 2000-level unit listed for minor |
|       | Semester 2 | <b>Selective:</b> 3000-level unit listed for minor |

\* Students who wish to complete the Professional Accounting program in combination with the Business Law major substitute CLAW2214 (required for Professional Accounting program) for CLAW1001 and CLAW1003 to meet the requirements of this major.

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Business Law section of the Table A unit of study table in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Business Law (within the first three years of their degree) may be eligible to complete honours in Business Law as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in business law at the University of Sydney, please refer to the Discipline of Business Law.

# Finance

The Discipline of Finance in the University of Sydney Business School is a leading research group currently ranked among the top five finance groups in the Asia-Pacific region. Discipline members are actively engaged with industry both nationally and internationally, which means students are exposed to high-level, market-specific knowledge that mixes theory with current relevant practice. This major takes an applied approach, teaching students how capital markets work and what they need to know to work in them.

## Options for studying Finance

Finance is available as a Table A major option in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

## Pathway through the major

The requirements for a major in Finance are spread out over three years of the degree (four years if students are completing a combined Bachelor of Advanced Studies degree).

To achieve a major in Finance, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 12 credit points of 3000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Finance major (over three years of a degree) is listed below.

| Year   | Session    | Units of study   |
|--------|------------|--|
| First  | Semester 1 | <b>Core:</b> BUSS1020 Quantitative Business Analysis *   |
|        | Semester 2 | <b>Core:</b> BUSS1040 Economics for Business Decision Making   |
| Second | Semester 1 | <b>Core:</b> FINC2011 Corporate Finance I  |
|        | Semester 2 | <b>Core:</b> FINC2012 Corporate Finance II   |
| Third  | Semester 1 | <b>Core:</b> FINC3017 Investment and Portfolio Management <b>Selective:</b> 3000-level unit listed for major |
|        | Semester 2 | <b>Core:</b> FINC3600 Finance in Practice ** <b>Selective:</b> 3000-level unit listed for major              |

\* This unit is also degree core for the Bachelor of Commerce and related combined degrees.

\*\* Capstone unit for major – completed in final semester of study

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Finance section of the unit of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Finance (within the first three years of their degree) may be eligible to complete honours in Finance as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

## CFA® program partners

CFA Institute #194:174 partners with globally diverse, high profile institutions who cover a significant portion of the *CFA Program Candidate Body of Knowledge TM* and who embrace the CFA Institute Code of Ethics and Standards of Professional Conduct in their degree programs. Recognition as a CFA Program Partner provides recognition that the university curriculum is closely tied to professional practice and is well suited to preparing students to sit for the CFA exams.

The University of Sydney is recognised as a program partner through the Bachelor of Commerce (majoring in Finance) degree program. In addition to the Finance major, it is also recommended that students complete the free online learning module, Ethics and Standards of Practice available through the CFA Institute.

For further information students should refer to the CFA Program #194:174 Partners information on the Business School website.

## Further information

For further information regarding study in finance at the University of Sydney, please refer to the Discipline of Finance website.







# Industrial Relations and Human Resource Management

Study in Industrial Relations and Human Resource Management (IR&HRM) equips students with essential skills, knowledge and behaviours to build a career in the 'people' function in organisations. Students examine the major HR functions and roles across the employment lifecycle including recruitment and selection, remuneration and reward, performance management and employee training and development. This is balanced with the study of industrial (or employment) relations, covering important topics such as employment contracts, labour markets, employment legislation and policies and collective bargaining and trade unions.

## Options for studying Industrial Relations and Human Resource Management

Industrial Relations and Human Resource Management is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Industrial Relations and Human Resource Management for their degree.

## Pathways through major and minor

The requirements for a major/minor in Industrial Relations and Human Resource Management are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Industrial Relations and Human Resource Management major

To achieve a major in Industrial Relations and Human Resource Management, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 6 credit points of 3000-level core units of study; and
- 18 credit points of 3000-level selective units of study.

A sample pathway for the Industrial Relations and Human Resource Management major (over three years of a degree) is listed below.

| Year   | Session    | Units of study   |
|--------|------------|--|
| First  | Semester 1 | Core: WORK1003 Foundations of Work and Employment  |
|        | Semester 2 | Core: WORK1004 Foundations of Management   |
| Second | Semester 1 | Core: WORK2203 IR Policy and Processes   |
|        | Semester 2 | Core: WORK2205 HR Strategies and Processes   |
| Third  | Semester 1 | Selective: 3000-level unit listed for major    Selective: 3000-level unit listed for major |
|        | Semester 2 | Core: WORK3600 IR & HRM in Practice    Selective: 3000-level unit listed for major**       |

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Industrial Relations and Human Resource Management section of the unit of study table, Table A, in this handbook.

### (ii) Industrial Relations and Human Resource Management minor

To achieve a minor in Industrial Relations and Human Resource Management, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Industrial Relations and Human Resource Management minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                                    |
|--------|------------|---|
| First  | Semester 1 | Core: WORK1003 Foundations of Work and Employment |
|        | Semester 2 | Core: WORK1004 Foundations of Management          |
| Second | Semester 1 | Core: WORK2203 IR Policy and Processes            |
|        | Semester 2 | Core: WORK2205 HR Strategies and Processes        |
| Third  | Semester 1 | Selective: 3000-level unit listed for minor       |
|        | Semester 2 | Selective: 3000-level unit listed for minor       |

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.



For details of the core and selective units of study required for the major or minor please refer to the Industrial Relations and Human Resource Management section of the unit of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Industrial Relations and Human Resource Management (within the first three years of their degree) may be eligible to complete honours in Work and Organisational Studies as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

## Australian Human Resources Institute (AHRI) accreditation

Students wishing to satisfy the requirements for professional membership of AHRI should complete an Industrial Relations and Human Resource Management major as part of their degree. All undergraduate degrees incorporating a major in Industrial Relations and Human Resource Management are AHRI-accredited.

### Further information

For further information regarding study in industrial relations and human resource management at the University of Sydney, please refer to the Discipline of Work and Organisational Studies.

# International Business

Studying an International Business major at the University of Sydney Business School provides students with the knowledge and skills relevant to the development, strategy and management of international business organisations and the institutional context for their development, growth and operation.

There is a strong emphasis throughout the major on cultural understanding and comparing how business works in Australia with other countries in the Asian region and beyond. In addition, there is the opportunity to focus on entrepreneurship skills in an international business context.

## Options for studying International Business

International Business is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in International Business for their degree.

## Pathways through the major and minor

The requirements for a major/minor in International Business are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) International Business major

To achieve a major in International Business, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 6 credit points of 2000-level selective units of study;
- 12 credit points of 3000-level core units of study; and
- 6 credit points of 3000-level selective units of study.

A sample pathway for the International Business major (over three years of a degree) is listed below.

| Year   | Session    | Units of study  |
|--------|------------|---|
| First  | Semester 1 | Core: IBUS1101 Global Business  |
|        | Semester 2 | Core: IBUS1102 Cross-Cultural Management  |
| Second | Semester 1 | Core: IBUS2101 International Business Strategy  |
|        | Semester 2 | Core: IBUS2103 International Risk Management  |
| Third  | Semester 1 | Core: IBUS3101 International Business <b>Selective:</b> 2000-level unit listed for major Alliances      |
|        | Semester 2 | Core: IBUS3600 International Business <b>Selective:</b> 3000-level unit listed for major in Practice ** |

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the International Business section of the unit of study table, Table A, in this handbook.

### (ii) International Business minor

To achieve a minor in International Business, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 6 credit points of 2000-level selective units of study; and
- 6 credit points of 3000-level selective units of study.

A sample pathway for the International Business minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                                 |
|--------|------------|--|
| First  | Semester 1 | Core: IBUS1101 Global Business                 |
|        | Semester 2 | Core: IBUS1102 Cross-Cultural Management       |
| Second | Semester 1 | Core: IBUS2101 International Business Strategy |
|        | Semester 2 | Core: IBUS2103 International Risk Management   |



| Year  | Session    | Units of study                                     |
|-------|------------|--|
| Third | Semester 1 | <b>Selective:</b> 2000-level unit listed for minor |
|       | Semester 2 | <b>Selective:</b> 3000-level unit listed for minor |

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the International Business section of the unit of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in International Business (within the first three years of their degree) may be eligible to complete honours in International Business as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in international business at the University of Sydney, please refer to the Discipline of International Business.

# Management

A Management major provides students with the knowledge, skills and abilities to understand how organisations work and the critical role of managers within them. The study of management includes building knowledge in important areas such as developing and implementing strategy, driving organisational change and leading teams to achieve organisational objectives. Management is commonly understood as: (i) the process of planning, organising, leading and controlling the efforts of organisational members; and (ii) deploying resources inside and outside the organisation to achieve set objectives. The Management major draws on subjects from a number of disciplines in the Business School to give students a well-rounded understanding of management thought and management practice. Students can also make an application to undertake a work placement in management as a part of their studies.

## Options for studying Management

Management is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Management for their degree.

## Pathways through the major and minor

The requirements for a major/minor in Management are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Management major

To achieve a major in Management, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 6 credit points of 3000-level core units of study; and
- 18 credit points of 3000-level selective units of study.

A sample pathway for the Management major (over three years of a degree) is listed below.

| Year   | Session    | Units of study   |
|--------|------------|--|
| First  | Semester 1 | Core: WORK1003 Foundations of Work and Employment  |
|        | Semester 2 | Core: WORK1004 Foundations of Management   |
| Second | Semester 1 | Core: WORK2210 Strategic Management  |
|        | Semester 2 | Core: WORK2218 Managing Organisational Behaviour   |
| Third  | Semester 1 | Selective: 3000-level unit listed for major      Selective: 3000-level unit listed for major |
|        | Semester 2 | Core: WORK3601 Management in Practice **      Selective: 3000-level unit listed for major    |

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Management section of the unit of study table, Table A, in this handbook.

### (ii) Management minor

To achieve a minor in Management, students must complete 36 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study; and
- 12 credit points of 3000-level selective units of study.

A sample pathway for the Management minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                                    |
|--------|------------|---|
| First  | Semester 1 | Core: WORK1003 Foundations of Work and Employment |
|        | Semester 2 | Core: WORK1004 Foundations of Management          |
| Second | Semester 1 | Core: WORK2210 Strategic Management               |
|        | Semester 2 | Core: WORK2218 Managing Organisational Behaviour  |



| Year  | Session    | Units of study                                     |
|-------|------------|--|
| Third | Semester 1 | <b>Selective:</b> 3000-level unit listed for minor |
|       | Semester 2 | <b>Selective:</b> 3000-level unit listed for minor |

*Please Note. This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.*

For details of the core and selective units of study required for the major or minor please refer to the Management section of the unit of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced Studies who complete a major in Management (within the first three years of their degree) may be eligible to complete honours in Work and Organisational Studies as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### Further information

For further information regarding study in management at the University of Sydney, please refer to the Discipline of Work and Organisational Studies.

# Marketing

Marketing is a pervasive element in modern society and is increasingly vital to the success of private and public sector organisations. Study in marketing emphasises critical and analytical thinking and the practice of marketing as an applied science. Study in Marketing provides knowledge about consumer behaviour and purchase decision making, integrating theory and practice from many branches of the social sciences. Team building, presentation skills, initiative and business planning skills are important elements of this major.

## Options for studying Marketing

Marketing is available as Table A major and minor options in the Bachelor of Commerce, the Bachelor of Commerce and Bachelor of Advanced Studies, Bachelor of Commerce and Bachelor of Laws, the Bachelor of Engineering (Honours) and Bachelor of Commerce and the Bachelor of Advanced Computing and Bachelor of Commerce.

*Please note.* Students cannot complete both a major and a minor in Marketing for their degree.

## Pathways through the major and minor

The requirements for a major/minor in Marketing are spread out over three years of the degree (possibly four years if students are completing a combined Bachelor of Advanced Studies degree).

### (i) Marketing major

To achieve a major in Marketing, students must complete 48 credit points comprising:

- 12 credit points of 1000-level core units of study;
- 12 credit points of 2000-level core units of study;
- 6 credit points of 3000-level core units of study; and
- 18 credit points of 3000-level selective units of study.

A sample pathway for the Marketing major (over three years of a degree) is listed below.

| Year   | Session    | Units of study   |
|--------|------------|--|
| First  | Semester 1 | Core: MKTG1001 Marketing Principles  |
|        | Semester 2 | Core: MKTG1002 Marketing Research  |
| Second | Semester 1 | Core: MKTG2113 Marketing Insights  |
|        | Semester 2 | Core: MKTG2112 Consumer Behaviour  |
| Third  | Semester 1 | Selective: 3000-level unit listed for major      Selective: 3000-level unit listed for major |
|        | Semester 2 | Core: MKTG3600 Marketing in Practice**      Selective: 3000-level unit listed for major      |

\*\* Capstone unit for major – completed in final semester of study

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.

For details of the core and selective units of study required for the major or minor please refer to the Marketing section of the unit of study table, Table A, in this handbook.

### (ii) Marketing minor

To achieve a minor in Marketing, students must complete 36 credit points comprising:

- 12 credit points of 1000-level units of study;
- 12 credit points of 2000-level units of study; and
- 12 credit points of 3000-level units of selective units of study.

A sample pathway for the Marketing minor (over three years of a degree) is listed below.

| Year   | Session    | Units of study                              |
|--------|------------|---|
| First  | Semester 1 | Core: MKTG1001 Marketing Principles         |
|        | Semester 2 | Core: MKTG1002 Marketing Research           |
| Second | Semester 1 | Core: MKTG2113 Marketing Insights           |
|        | Semester 2 | Core: MKTG2112 Consumer Behaviour           |
| Third  | Semester 1 | Selective: 3000-level unit listed for minor |
|        | Semester 2 | Selective: 3000-level unit listed for minor |

*Please Note.* This sample progression is meant as an example only. Depending on unit prerequisites, students may be able to complete these units in a different sequence to that displayed in the table above.





For details of the core and selective units of study required for the major or minor please refer to the Marketing section of the unit of study table, Table A, in this handbook.

## Honours

Students enrolled in the Bachelor of Commerce and Bachelor of Advanced studies who complete a major in Marketing (within the first three years of their degree) may be eligible to complete honours in Marketing as their fourth year of study in this program.

For details the requirements for admission to honours and the structure of the honours program, please refer to Business School Honours.

### **Further information**

For further information regarding study in marketing at the University of Sydney, please refer to the Discipline of Marketing.

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## Table A - Bachelor of Commerce and Bachelor of Commerce / Bachelor of Advanced Studies

The University of Sydney website ([sydney.edu.au/courses/](http://sydney.edu.au/courses/)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website ([sydney.edu.au/business/timetable](http://sydney.edu.au/business/timetable)).

Table A is set out as follows:

- Degree core
- Accounting
- Accounting (Professional)
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing
- Business School - Degree electives





## Table A - Degree core

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>   | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>                                       | <i>Session</i>           |
|--|----------------------|---|--------------------------|
| <b>Degree core</b>   |                      |   |                          |
| The core units of study required for this course are listed below. |                      |   |                          |
| <b>1000-level units of study</b>                                   |                      |   |                          |
| <b>BUSS1000</b><br>Future of Business                              | 6                    | <b>N</b> BUSS1001   | Semester 1<br>Semester 2 |
| <b>BUSS1020</b><br>Quantitative Business Analysis                  | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115 | Semester 1<br>Semester 2 |
| <b>BUSS1030</b><br>Accounting, Business and Society                | 6                    | <b>N</b> ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005   | Semester 1<br>Semester 2 |
| <b>2000-level units of study</b>                                   |                      |   |                          |
| <b>BUSS2000</b><br>Leading and Influencing in Business             | 6                    | <b>P</b> Completion of 48 credit points including BUSS1000 or BUSS1001  | Semester 1<br>Semester 2 |





# Table A - Accounting

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>   | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>  | <i>Session</i>           |
|--|----------------------|--|--------------------------|
| <b>Honours in Accounting</b>   |                      |  |                          |
| Achievement of Honours in Accounting requires 48 credit points from this table including:<br>(i) 48 credit points of 4000-level core units   |                      |  |                          |
| <b>Accounting major</b>  |                      |  |                          |
| Achievement of a major in Accounting requires 48 credit points from this table including:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level core units<br>(iv) 12 credit points of 3000-level selective units |                      |  |                          |
| <b>Accounting minor</b>  |                      |  |                          |
| Achievement of a minor in Accounting requires 36 credit points from this table including:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level selective units   |                      |  |                          |
| <b>Units of study</b>  |                      |  |                          |
| The relevant units of study are listed below.  |                      |  |                          |
| <b>1000-level units of study</b>   |                      |  |                          |
| <i>Core</i>  |                      |  |                          |
| <b>BUSS1030<br/>Accounting, Business and Society</b>   | 6                    | <b>N</b> ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005  | Semester 1<br>Semester 2 |
| <b>ACCT1006<br/>Accounting and Financial Management</b>  | 6                    | <b>P</b> (BUSS1030 or ACCT1005) and HSC Mathematics<br><b>N</b> ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004   | Semester 1<br>Semester 2 |
| <b>2000-level units of study</b>   |                      |  |                          |
| <i>Core</i>  |                      |  |                          |
| <b>ACCT2011<br/>Financial Accounting A</b>   | 6                    | <b>P</b> (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006)   | Semester 1<br>Semester 2 |
| <b>ACCT2012<br/>Management Accounting A</b>  | 6                    | <b>P</b> (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006)   | Semester 1<br>Semester 2 |
| <b>3000-level units of study</b>   |                      |  |                          |
| <i>Core (major only)</i>   |                      |  |                          |
| <b>ACCT3011<br/>Financial Accounting B</b>   | 6                    | <b>P</b> ACCT2011  | Semester 1<br>Semester 2 |
| <b>ACCT3600<br/>Accounting and Auditing in Practice</b>  | 6                    | <b>A</b> ACCT3012. Students are expected to have an understanding of the key principles and rules of specified accounting standards, and be able to apply them in the context of business scenarios. Students are also expected to comprehend the form and content of published financial statements and be able to explain their function.<br><b>P</b> completion of at least 120 credit points including ACCT2012 and ACCT3011<br><b>N</b> ACCT3014<br><i>This unit should only be undertaken by students in their final semester of the Accounting major.</i> | Semester 1<br>Semester 2 |
| <i>Selective (for major)</i>   |                      |  |                          |
| <b>ACCT3012<br/>Management Accounting B</b>  | 6                    | <b>P</b> ACCT2012<br><i>Special Permission required for enrolment for students who have not successfully completed ACCT2012.</i>   | Semester 1<br>Semester 2 |
| <b>ACCT3013<br/>Financial Statement Analysis</b>   | 6                    | <b>P</b> ACCT2011  | Semester 1               |
| <b>ACCT3031<br/>International Corporate Governance</b>   | 6                    | <b>A</b> CLAW2201<br><b>P</b> ACCT2011   | Semester 2               |
| <b>CLAW3201<br/>Australian Taxation System</b>   | 6                    | <b>P</b> CLAW1003 or CLAW2201 or CLAW2214  | Semester 1<br>Semester 2 |



Table A - Accounting

| <b>Unit of study</b>                                  | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|---|----------------------|---|--------------------------|
| <b>INFS3110</b><br>Accounting Information Systems     | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903<br><b>N</b> INFS2001  | Semester 2               |
| <i>Selective (for minor)</i>                          |                      |   |                          |
| <b>ACCT3011</b><br>Financial Accounting B             | 6                    | <b>P</b> ACCT2011   | Semester 1<br>Semester 2 |
| <b>ACCT3012</b><br>Management Accounting B            | 6                    | <b>P</b> ACCT2012<br><i>Special Permission required for enrolment for students who have not successfully completed ACCT2012.</i>  | Semester 1<br>Semester 2 |
| <b>ACCT3013</b><br>Financial Statement Analysis       | 6                    | <b>P</b> ACCT2011   | Semester 1               |
| <b>ACCT3031</b><br>International Corporate Governance | 6                    | <b>A</b> CLAW2201<br><b>P</b> ACCT2011  | Semester 2               |
| <b>4000-level units of study</b>                      |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business                |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods  | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis            | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |
| <b>BUSS4112</b><br>Accounting Honours A               | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4113  | Semester 1               |
| <b>BUSS4113</b><br>Accounting Honours B               | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4112  | Semester 1               |

# Table A - Accounting (Professional)

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>   | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>  | <i>Session</i>   |
|--|----------------------|--|--|
| <b>Professional Accounting program</b>   |                      |  |  |
| Achievement of a program in Professional Accounting requires 72 credit points from this table including: |                      |  |  |
| (i) 24 credit points of 1000-level core units  |                      |  |  |
| (ii) 24 credit points of 2000-level core units   |                      |  |  |
| (iii) 24 credit points of 3000-level core units  |                      |  |  |
| <b>Units of study</b>  |                      |  |  |
| The relevant units of study are listed below.  |                      |  |  |
| <b>1000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>BUSS1020</b><br>Quantitative Business Analysis  | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115  | Semester 1<br>Semester 2   |
| <b>BUSS1030</b><br>Accounting, Business and Society  | 6                    | <b>N</b> ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005  | Semester 1<br>Semester 2   |
| <b>BUSS1040</b><br>Economics for Business Decision Making  | 6                    | <b>N</b> ECON1001 OR ECON1040  | Semester 1<br>Semester 2   |
| <b>ACCT1006</b><br>Accounting and Financial Management   | 6                    | <b>P</b> (BUSS1030 or ACCT1005) and HSC Mathematics<br><b>N</b> ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004   | Semester 1<br>Semester 2   |
| <b>2000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>ACCT2011</b><br>Financial Accounting A  | 6                    | <b>P</b> (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006)   | Semester 1<br>Semester 2   |
| <b>ACCT2012</b><br>Management Accounting A   | 6                    | <b>P</b> (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006)   | Semester 1<br>Semester 2   |
| <b>CLAW2214</b><br>Business Law for Accountants  | 6                    | <b>N</b> CLAW1001; CLAW1003; CLAW2201  | Semester 2   |
| <b>FINC2011</b><br>Corporate Finance I   | 6                    | <b>A</b> BUSS1030<br><b>P</b> (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002)   | Intensive<br>January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>3000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>ACCT3011</b><br>Financial Accounting B  | 6                    | <b>P</b> ACCT2011  | Semester 1<br>Semester 2   |
| <b>ACCT3600</b><br>Accounting and Auditing in Practice   | 6                    | <b>A</b> ACCT3012. Students are expected to have an understanding of the key principles and rules of specified accounting standards, and be able to apply them in the context of business scenarios. Students are also expected to comprehend the form and content of published financial statements and be able to explain their function.<br><b>P</b> completion of at least 120 credit points including ACCT2012 and ACCT3011<br><b>N</b> ACCT3014<br><i>This unit should only be undertaken by students in their final semester of the Accounting major.</i> | Semester 1<br>Semester 2   |
| <b>CLAW3201</b><br>Australian Taxation System  | 6                    | <b>P</b> CLAW1003 or CLAW2201 or CLAW2214  | Semester 1<br>Semester 2   |
| <b>INFS3110</b><br>Accounting Information Systems  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903<br><b>N</b> INFS2001   | Semester 2   |







# Table A - Banking

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>  | <i>Credit points</i> | <i>P: Prerequisites C: Corequisites N: Prohibition</i>   | <i>Session</i>   |
|---|----------------------|--|--|
| <b>Banking major</b>  |                      |  |  |
| Achievement of a major in Banking requires 48 credit points from this table including:      |                      |  |  |
| (i) 12 credit points of 1000-level core units.  |                      |  |  |
| (ii) 12 credit points of 2000-level core units  |                      |  |  |
| (iii) 12 credit points of 3000-level core units   |                      |  |  |
| (iv) 12 credit points of 3000-level selective units   |                      |  |  |
| <b>Units of study</b>   |                      |  |  |
| The relevant units of study are listed below.   |                      |  |  |
| <b>1000-level units of study</b>  |                      |  |  |
| <i>Core</i>   |                      |  |  |
| <b>BUSS1020</b><br>Quantitative Business Analysis   | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115  | Semester 1<br>Semester 2   |
| <b>BUSS1040</b><br>Economics for Business Decision Making                                   | 6                    | <b>N</b> ECON1001 OR ECON1040  | Semester 1<br>Semester 2   |
| <b>2000-level units of study</b>  |                      |  |  |
| <i>Core</i>   |                      |  |  |
| Students must complete FINC2011 and either BANK2011 or ECOS2004.                            |                      |  |  |
| Students enrolled in a Bachelor of Commerce program should complete BANK2011 as their core. |                      |  |  |
| <b>BANK2011</b><br>Banking and the Financial System   | 6                    | <b>P</b> (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002)<br><b>N</b> ECOS2004 | Semester 1<br>Semester 2   |
| <b>ECOS2004</b><br>Money and Banking  | 6                    | <b>P</b> (ECON1001 and ECON1002) or (ECON1040 and ECON1002) or BUSS1040  | Semester 1   |
| <b>FINC2011</b><br>Corporate Finance I  | 6                    | <b>P</b> (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002)                      | Intensive<br>January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>3000-level units of study</b>  |                      |  |  |
| <i>Core</i>   |                      |  |  |
| <b>BANK3011</b><br>Bank Financial Management  | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011<br><b>N</b> FINC3018   | Semester 1<br>Semester 2   |
| The core (capstone) unit, BUSS3600, will be available from 2019.                            |                      |  |  |
| <i>Selective</i>  |                      |  |  |
| <b>BANK3012</b><br>Bank Supervision   | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011  | Semester 2   |
| <b>BANK3013</b><br>International Banking Management   | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011  | Semester 1   |
| <b>BANK3014</b><br>Private and Investment Banking   | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011  | Semester 1   |
| <b>BANK3015</b><br>Contemporary Commercial Banking  | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011  | Semester 2   |
| <b>CLAW3210</b><br>Banking and Financial Law  | 6                    | <b>P</b> completion of at least 48 credit points<br><b>N</b> CLAW2204  | Semester 1   |





# Table A - Business Analytics

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>  | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>   | <i>Session</i>           |
|---|----------------------|---|--------------------------|
| <b>Honours in Business Analytics</b>  |                      |   |                          |
| Achievement of Honours in Business Analytics requires 48 of credit points from this table including:<br>(i) 48 credit points of 4000-level core units   |                      |   |                          |
| <b>Business Analytics major</b>   |                      |   |                          |
| Achievement of a major in Business Analytics requires 48 credit points from this table including:<br>(i) 12 credit points of 1000-level core units.<br>(ii) 18 credit points of 2000-level core units<br>(iii) 6 credit points of 3000-level core units<br>(iv) 12 credit points of 3000-level selective units. |                      |   |                          |
| <b>Business Analytics minor</b>   |                      |   |                          |
| (i) 12 credit points of 1000-level units<br>(ii) 18 credit points of 2000-level units<br>(iii) 6 credit points of 3000-level selective units.   |                      |   |                          |
| <b>Units of study</b>   |                      |   |                          |
| The relevant units of study are listed below.   |                      |   |                          |
| <b>1000-level units of study</b>  |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>BUSS1020</b><br>Quantitative Business Analysis   | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115   | Semester 1<br>Semester 2 |
| <b>QBUS1040</b><br>Foundations of Business Analytics  | 6                    | <b>P</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH 1000-level units which must include MATH1905  | Semester 2               |
| <b>2000-level units of study</b>  |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>QBUS2310</b><br>Management Science   | 6                    | <b>P</b> 2018 Commencing students: QBUS1040; 2018 continuing students: BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> ECMT2620   | Semester 1<br>Semester 2 |
| <b>QBUS2810</b><br>Statistical Modelling for Business   | 6                    | <b>A</b> This unit relies on mathematical knowledge at the level of the Maths in Business program, including calculus and matrix algebra. Students who do not meet this requirement are strongly encouraged to acquire the needed mathematical skills prior to enrolling in this unit.<br><b>P</b> 2018 Commencing students: QBUS1040; 2018 continuing students: BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> ECMT2110 | Semester 1<br>Semester 2 |
| <b>QBUS2820</b><br>Predictive Analytics   | 6                    | <b>A</b> This unit assumes mathematical knowledge at the level of the Maths in Business program (including calculus and matrix algebra) and basic computer programming skills at the level of QBUS2810.<br><b>P</b> QBUS2810 or ECMT2110 or DATA2002  | Semester 2               |
| <b>3000-level units of study</b>  |                      |   |                          |
| <i>Core (major only)</i>  |                      |   |                          |
| <b>QBUS3600</b><br>Business Analytics in Practice   | 6                    | <b>P</b> 2018 commencing students: completion of at least 120 credit points including QBUS2310, QBUS2810 and QBUS2820. 2018 continuing students: completion of at least 120 credit points including QBUS2310 and QBUS2810<br><i>This unit should only be undertaken by students in their final semester of the Business Analytics major.</i>  | Semester 2               |
| <i>Selective</i>  |                      |   |                          |
| <b>QBUS3310</b><br>Advanced Management Science  | 6                    | <b>P</b> QBUS2310<br><b>N</b> ECMT3610 or ECMT3710  | Semester 1               |
| <b>QBUS3320</b><br>Supply Chain Management  | 6                    | <b>P</b> ECMT2640 or QBUS2330 or QBUS2350 or QBUS340 or QBUS3350  | Semester 1               |



Table A - Business Analytics

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|--|----------------------|---|--------------------------|
| <b>QBUS3330<br/>Methods of Decision Analysis</b>                 | 6                    | <b>P</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> QBUS2320; ECMT2630; ENGG1850; CIVL3805   | Semester 2               |
| <b>QBUS3340<br/>Operations Management</b>                        | 6                    | <b>P</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> QBUS2330   | Semester 1               |
| <b>QBUS3350<br/>Project Planning and Management</b>              | 6                    | <b>A</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> QBUS2350   | Semester 2               |
| <b>QBUS3820<br/>Machine Learning and Data Mining in Business</b> | 6                    | <b>P</b> QBUS2810 or ECMT2110 or DATA2002   | Semester 1               |
| <b>QBUS3830<br/>Advanced Analytics</b>                           | 6                    | <b>P</b> QBUS2810 or DATA2002 or ECMT2110   | Semester 2               |
| 4000-level units of study  |                      |   |                          |
| <i>Core</i>  |                      |   |                          |
| <b>BUSS4000<br/>Honours in Business</b>                          |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001<br/>Business Honours Research Methods</b>            | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4312<br/>Business Analytics Honours A</b>                 | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4313  | Semester 1               |
| <b>BUSS4313<br/>Business Analytics Honours B</b>                 | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4312  | Semester 1               |
| <b>BUSS4104<br/>Business Honours Thesis</b>                      | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |

# Table A - Business Information Systems

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <b>Unit of study</b>  | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>  | <b>Session</b>   |
|---|----------------------|--|--|
| <b>Honours in Business Information Systems</b>  |                      |  |  |
| Achievement of Honours in Business Information Systems requires 48 of credit points from this table comprising: |                      |  |  |
| (i) 48 credit points of 4000-level core units   |                      |  |  |
| <b>Business Information Systems major</b>   |                      |  |  |
| Achievement of a major in Business Information Systems requires 48 credit points from this table including:     |                      |  |  |
| (i) 12 credit points of 1000-level core units   |                      |  |  |
| (ii) 18 credit points of 2000-level selective units   |                      |  |  |
| (iii) 6 credit points of 3000-level core units  |                      |  |  |
| (iv) 12 credit points of 3000-level selective units   |                      |  |  |
| <b>Business Information Systems minor</b>   |                      |  |  |
| Achievement of a minor in Business Information Systems requires 36 credit points from this table comprising:    |                      |  |  |
| (i) 12 credit points of 1000-level core units   |                      |  |  |
| (ii) 12 credit points of 2000-level selective units   |                      |  |  |
| (iii) 12 credit points of 3000-level selective units  |                      |  |  |
| <b>Units of study</b>   |                      |  |  |
| The relevant units of study are listed below.   |                      |  |  |
| <b>1000-level units of study</b>  |                      |  |  |
| <i>Core</i>   |                      |  |  |
| <b>INFS1000</b><br><b>Digital Business Innovation</b>   | 6                    | <b>A</b> INFO1000; INFO1003; INFO1903<br><b>N</b> ISYS1003 or INFO1000   | Intensive<br>January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>INFS1020</b><br><b>Digital Work Environments</b>   | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 1<br>Semester 2   |
| <b>2000-level units of study</b>  |                      |  |  |
| <i>Selective</i>  |                      |  |  |
| <b>INFS2010</b><br><b>People, Information and Knowledge</b>   | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 2   |
| <b>INFS2020</b><br><b>Business Process Modelling and Improvement</b>  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 1   |
| <b>INFS2030</b><br><b>Digital Business Management</b>   | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 1   |
| <b>INFS2040</b><br><b>Project Management Foundations</b>  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903<br><b>N</b> INFO3402 or ENGG1850   | Semester 2   |
| <b>INFS2050</b><br><b>Data Governance and Technology Assurance</b>  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903<br><b>N</b> INFS3010, INFS3030   | Semester 2   |
| <b>3000-level units of study</b>  |                      |  |  |
| <i>Core (major only)</i>  |                      |  |  |
| <b>INFS3600</b><br><b>Business Information Systems in Practice</b>  | 6                    | <b>P</b> 2018 commencing students: completion of at least 120 credit points including (INFS1000 or INFO1000 or INFO1003 or INFO1903) and INFS1020. 2018 continuing students: completion of at least 120 credit points including (INFS1000 or INFO1000 or INFO1003 or INFO1903), INFS2001 and INFS2020<br><i>This unit should only be undertaken by students in their final semester of the Business Information Systems major.</i> | Semester 2   |
| <i>Selective</i>  |                      |  |  |
| <b>INFS3040</b><br><b>Enterprise Systems and Integrated Business</b>  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 1   |



Table A - Business Information Systems

| <b>Unit of study</b>                                      | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|---|----------------------|---|--------------------------|
| <b>INFS3050</b><br>Business Intelligence for Managers     | 6                    | A INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 2               |
| <b>INFS3070</b><br>Applied Business Analysis              | 6                    | A INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 1               |
| <b>INFS3080</b><br>Business Information Systems Project   | 6                    | P 48 credit points of units<br>Students must seek permission from the Discipline of Business Information Systems to enrol in this unit.   | Semester 2               |
| <b>INFS3110</b><br>Accounting Information Systems         | 6                    | A INFS1000 or INFO1000 or INFO1003 or INFO1903<br>N INFS2001  | Semester 2               |
| <b>4000-level units of study</b>                          |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business                    |                      | P BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br>C BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods      | 12                   | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area  | Semester 1               |
| <b>BUSS4212</b><br>Business Information Systems Honours A | 6                    | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br>C BUSS4001; BUSS4213  | Semester 1               |
| <b>BUSS4213</b><br>Business Information Systems Honours B | 6                    | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br>C BUSS4001; BUSS4212  | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis                | 24                   | P BUSS4001 + 2 x Honours coursework units in the specialisation area<br>C BUSS4000  | Semester 2               |

# Table A - Business Law

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|--|----------------------|---|--------------------------|
| <b>Honours in Business Law</b>   |                      |   |                          |
| Achievement of Honours in Business Law requires 48 of credit points from this table comprising:<br>(i) 48 credit points of 4000-level core units.  |                      |   |                          |
| <b>Business Law major</b>  |                      |   |                          |
| Achievement of a major in Business Law requires 48 credit points from this table comprising:<br>(i) 12 credit points of 1000-level core units<br>(ii) 18 credit points of 2000-level selective units<br>(iii) 6 credit points of 3000-level core units<br>(iv) 12 credit points of 3000-level selective units. |                      |   |                          |
| <b>Business Law minor</b>  |                      |   |                          |
| Achievement of a minor in Business Law requires 36 credit points from this table comprising:<br>(i) 12 credit points of 1000-level core units<br>(ii) 18 credit points of 2000-level selective units<br>(iii) 6 credit points of 3000-level selective units  |                      |   |                          |
| <b>Units of study</b>  |                      |   |                          |
| The relevant units of study are listed below.  |                      |   |                          |
| <b>1000-level units of study</b>   |                      |   |                          |
| <i>Core *</i>  |                      |   |                          |
| <b>CLAW1001<br/>Foundations of Business Law</b>  | 6                    | <b>N</b> CLAW2214   | Semester 1<br>Semester 2 |
| <b>CLAW1003<br/>Company Law</b>  | 6                    | <b>P</b> CLAW1001<br><b>N</b> CLAW2214; CLAW2201  | Semester 2               |
| * Students who wish to combine this major with the Professional Accounting program substitute the unit CLAW2214 for the 1000-level core units - CLAW1001 and CLAW1003.   |                      |   |                          |
| <b>2000-level units of study</b>   |                      |   |                          |
| <i>Selective</i>   |                      |   |                          |
| <b>CLAW2202<br/>Business Failure and Restructuring</b>   | 6                    | <b>P</b> CLAW2201 or CLAW1003 or CLAW2214   | Semester 2               |
| <b>CLAW2203<br/>Regulation of Securities Markets</b>   | 6                    | <b>P</b> CLAW2201 or CLAW1003 or CLAW2214   | Semester 1               |
| <b>CLAW2205<br/>Competition and Consumer Law</b>   | 6                    | <b>P</b> CLAW1001 or CLAW2214   | Semester 1               |
| <b>CLAW2208<br/>Business Regulation, Risk and Compliance</b>   | 6                    | <b>P</b> 24 credit points of study  | Semester 1               |
| <b>CLAW2209<br/>Intellectual Property for Business</b>   | 6                    | <b>P</b> 24 credit points of study  | Semester 2               |
| <b>CLAW2211<br/>Commercial Practice in China</b>   | 6                    | <b>P</b> 24 credit points of study  | Semester 2               |
| <b>CLAW2212<br/>Franchising</b>  | 6                    | <b>P</b> 24 credit points of study  | Semester 2               |
| <b>CLAW2213<br/>Legal Regulation of Int'l Business</b>   | 6                    | <b>P</b> 24 credit points of study  | Semester 2               |
| <b>3000-level units of study</b>   |                      |   |                          |
| <i>Core (major only)</i>   |                      |   |                          |
| <b>CLAW3600<br/>Business Law in Practice</b>   | 6                    | <b>P</b> completion of at least 120 credit points including 3 x CLAW 2000 level units and 1 x CLAW 3000 level unit<br><i>This unit should only be undertaken by students in their final semester of the Business Law major.</i> | Semester 2               |





Table A - Business Law

| <b>Unit of study</b>                                      | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|---|----------------------|---|--------------------------|
| <i>Selective</i>  |                      |   |                          |
| <b>CLAW3201</b><br>Australian Taxation System             | 6                    | <b>P</b> CLAW1003 or CLAW2201 or CLAW2214   | Semester 1<br>Semester 2 |
| <b>CLAW3202</b><br>Tax Strategies for Business            | 6                    | <b>P</b> CLAW3201<br><b>N</b> CLAW3002  | Semester 2               |
| <b>CLAW3206</b><br>Regulation of Mergers and Acquisitions | 6                    | <b>P</b> CLAW1003 or CLAW2201 or CLAW2214   | Semester 2               |
| <b>CLAW3207</b><br>Legal Regulation of Employment         | 6                    | <b>P</b> 24 credit points of study; including CLAW1001 or CLAW2214  | Semester 1               |
| <b>CLAW3208</b><br>Corporate Crime and Business           | 6                    | <b>P</b> CLAW1003 or CLAW2201 or CLAW2214   | Semester 1               |
| <b>CLAW3209</b><br>The Environment, Law and Business      | 6                    |   | Semester 1               |
| <b>CLAW3210</b><br>Banking and Financial Law              | 6                    | <b>P</b> completion of at least 48 credit points<br><b>N</b> CLAW2204   | Semester 1               |
| <b>4000-level units of study</b>                          |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business                    |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods      | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4712</b><br>Business Law Honours A                 | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4713  | Semester 1               |
| <b>BUSS4713</b><br>Business Law Honours B                 | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4712  | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis                | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |

# Table A - Finance

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>  | <b>Session</b>   |
|--|----------------------|--|--|
| <b>Honours in Finance</b>  |                      |  |  |
| Achievement of Honours in Finance requires 48 of credit points from this table comprising:<br>(i) 48 credit points of 4000-level unit  |                      |  |  |
| <b>Finance major</b>   |                      |  |  |
| Achievement of a major in Finance requires 48 credit points from this table including:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level core units<br>(iv) 12 credit points of 3000-level selective units. |                      |  |  |
| <b>Units of study</b>  |                      |  |  |
| The relevant units of study are listed below.  |                      |  |  |
| <b>1000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>BUSS1020</b><br>Quantitative Business Analysis  | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115  | Semester 1<br>Semester 2   |
| <b>BUSS1040</b><br>Economics for Business Decision Making  | 6                    | <b>N</b> ECON1001 OR ECON1040  | Semester 1<br>Semester 2   |
| <b>2000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>FINC2011</b><br>Corporate Finance I   | 6                    | <b>A</b> BUSS1030<br><b>P</b> (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002) | Intensive<br>January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>FINC2012</b><br>Corporate Finance II  | 6                    | <b>P</b> FINC2011  | Semester 1<br>Semester 2   |
| <b>3000-level units of study</b>   |                      |  |  |
| <i>Core</i>  |                      |  |  |
| <b>FINC3017</b><br>Investments and Portfolio Management  | 6                    | <b>P</b> FINC2012  | Semester 1<br>Semester 2   |
| <b>FINC3600</b><br>Finance in Practice   | 6                    | <b>P</b> completion of at least 120 credit points including FINC2011, FINC2012 and FINC3017<br><i>This unit should only be undertaken by students in their final semester of the Finance major.</i>                          | Semester 2   |
| <i>Selective</i>   |                      |  |  |
| <b>BANK3011</b><br>Bank Financial Management   | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011<br><b>N</b> FINC3018   | Semester 1<br>Semester 2   |
| <b>FINC3011</b><br>International Financial Management  | 6                    | <b>P</b> FINC2012  | Semester 1   |
| <b>FINC3012</b><br>Derivative Securities   | 6                    | <b>P</b> FINC2012<br><i>Knowledge of calculus, regression, probability theory and random distributions are helpful for this subject</i>  | Semester 2   |
| <b>FINC3013</b><br>Mergers and Acquisitions  | 6                    | <b>P</b> FINC2012  | Semester 2   |
| <b>FINC3014</b><br>Trading and Dealing in Security Markets   | 6                    | <b>P</b> FINC2012  | Semester 2   |
| <b>FINC3015</b><br>Financial Valuation: Case Study Approach  | 6                    | <b>P</b> FINC2012 or FINC2002<br><b>N</b> FINC3005   | Semester 1   |
| <b>FINC3019</b><br>Fixed Income Securities   | 6                    | <b>P</b> FINC2012  | Semester 2   |



Table A - Finance

| <b>Unit of study</b>                                   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|--|----------------------|---|--------------------------|
| <b>FINC3020</b><br>Financial Risk Management           | 6                    | <b>A</b> FINC3017<br><b>P</b> FINC2012  | Semester 2               |
| <b>FINC3021</b><br>Finance Theory                      | 6                    | <b>A</b> HSC 3 Unit mathematics<br><b>P</b> FINC2012<br><b>N</b> FINC2013<br><i>This is a useful subject for students contemplating going on to study at honours level and/or undertake subsequent research degrees.</i>  | Semester 1               |
| <b>FINC3022</b><br>Alternative Investments             | 6                    | <b>P</b> FINC2012   | Semester 1               |
| <b>FINC3023</b><br>Behavioural Finance                 | 6                    | <b>P</b> FINC2012   | Semester 1               |
| <b>FINC3024</b><br>Personal Finance and Superannuation | 6                    | <b>P</b> FINC2011   | Semester 1               |
| <b>FINC3025</b><br>Real Estate Finance                 | 6                    |   | Semester 1               |
| <b>FINC3301</b><br>Applied Portfolio Management A      | 6                    | <b>P</b> FINC2012<br><b>C</b> FINC3015<br><i>Note: Department permission required for enrolment</i>   | Semester 1               |
| <b>FINC3302</b><br>Applied Portfolio Management B      | 6                    | <b>P</b> FINC3301<br><b>C</b> FINC3017<br><i>Note: Department permission required for enrolment</i>   | Semester 2               |
| <b>4000-level units of study</b>                       |                      |   |                          |
| <i>Core</i>  |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business                 |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods   | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4412</b><br>Finance Honours A                   | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4413  | Semester 1               |
| <b>BUSS4413</b><br>Finance Honours B                   | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4412  | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis             | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |

# Table A - Industrial Relations and Human Resource Management

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>  | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>  | <i>Session</i>               |
|---|----------------------|--|------------------------------|
| <b>Honours in Work and Organisational Studies</b>   |                      |  |                              |
| Achievement of Honours in Work and Organisational Studies requires 48 of credit points from this table comprising:<br>(i) 48 credit points of 4000-level core units   |                      |  |                              |
| <b>Industrial Relations and Human Resource Management major</b>   |                      |  |                              |
| Achievement of a major in Industrial Relations and Human Resource Management requires 48 credit points from this table comprising:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 6 credit points of 3000-level core units<br>(iv) 18 credit points of 3000-level selective units. |                      |  |                              |
| <b>Industrial Relations and Human Resource Management minor</b>   |                      |  |                              |
| Achievement of a minor in Industrial Relations and Human Resource Management requires 36 credit points from this table comprising:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level selective units.  |                      |  |                              |
| <b>Units of study</b>   |                      |  |                              |
| The relevant units of study are listed below.   |                      |  |                              |
| <b>1000-level units of study</b>  |                      |  |                              |
| <i>Core</i>   |                      |  |                              |
| <b>WORK1003<br/>Foundations of Work and Employment</b>  | 6                    |  | Semester 1                   |
| <b>WORK1004<br/>Foundations of Management</b>   | 6                    | <b>N</b> WORK2201  | Semester 2                   |
| <b>2000-level units of study</b>  |                      |  |                              |
| <i>Core</i>   |                      |  |                              |
| <b>WORK2203<br/>IR Policy and Processes</b>   | 6                    | <b>P</b> 24 credit points of Junior units of study including (WORK1003 or WORK1002)  | Semester 1                   |
| <b>WORK2205<br/>HR Strategies and Processes</b>   | 6                    | <b>P</b> 24 credit points of Junior units of study including (WORK1003 or WORK1002)  | Semester 2                   |
| <b>3000-level units of study</b>  |                      |  |                              |
| <i>Core (major only)</i>  |                      |  |                              |
| <b>WORK3600<br/>IR and HRM in Practice</b>  | 6                    | <b>P</b> 2018 commencing students: completion of at least 120 credit points including WORK1003, WORK1004, WORK2203 and WORK2205. 2018 continuing students: completion of at least 120 credit points including WORK2203 and WORK2205.<br><b>N</b> WORK2215<br><i>This unit should only be undertaken by students in their final semester of the IR and HRM major.</i> | Semester 1b                  |
| <i>Selective</i>  |                      |  |                              |
| <b>IBUS3104<br/>Ethical International Business Decisions</b>  | 6                    | <b>P</b> 48 credit points of units   | Semester 1<br>Semester 2     |
| <b>INFS3050<br/>Business Intelligence for Managers</b>  | 6                    | <b>A</b> INFS1000 or INFO1000 or INFO1003 or INFO1903  | Semester 2                   |
| <b>WORK3201<br/>International Human Resource Management</b>   | 6                    | <b>N</b> WORK2217  | Intensive June<br>Semester 1 |
| <b>WORK3206<br/>Regulation at Work</b>  | 6                    | <b>N</b> WORK2227  | Semester 2                   |
| <b>WORK3207<br/>Future of Work</b>  | 6                    | <b>N</b> WORK2225  | Semester 1                   |



Table A - Industrial Relations and Human Resource Management

| <b>Unit of study</b>  | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|---|----------------------|---|--------------------------|
| <b>4000-level units of study</b>                                  |                      |   |                          |
| <i>Core</i>   |                      |   |                          |
| <b>BUSS4000<br/>Honours in Business</b>                           |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001<br/>Business Honours Research Methods</b>             | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4812<br/>Work and Organisational Studies<br/>Honours A</b> | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4813  | Semester 1               |
| <b>BUSS4813<br/>Work and Organisational Studies<br/>Honours B</b> | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4812  | Semester 1               |
| <b>BUSS4104<br/>Business Honours Thesis</b>                       | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |

# Table A - International Business

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>  | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i> | <i>Session</i>  |
|---|----------------------|---|---|
| <b>Honours in International Business</b>  |                      |   |   |
| Achievement of Honours in International Business requires 48 of credit points from this table comprising: |                      |   |   |
| (i) 48 credit points of 4000-level core units   |                      |   |   |
| <b>International Business major</b>   |                      |   |   |
| Achievement of a major in International Business requires 48 credit points from this table comprising:    |                      |   |   |
| (i) 12 credit points of 1000-level core units   |                      |   |   |
| (ii) 12 credit points of 2000-level core units  |                      |   |   |
| (iii) 6 credit points of 2000-level selective units   |                      |   |   |
| (iv) 12 credit points of 3000-level core units  |                      |   |   |
| (v) 6 credit points of 3000-level selective units.  |                      |   |   |
| <b>International Business minor</b>   |                      |   |   |
| Achievement of a minor in International Business requires 36 credit points from this table comprising:    |                      |   |   |
| (i) 12 credit points of 1000-level core units   |                      |   |   |
| (ii) 12 credit points of 2000-level core units  |                      |   |   |
| (iii) 6 credit points of 2000-level selective units   |                      |   |   |
| (iv) 6 credit points of 3000-level selective units.   |                      |   |   |
| <b>Units of study</b>   |                      |   |   |
| The relevant units of study are listed below.   |                      |   |   |
| <b>1000-level units of study</b>  |                      |   |   |
| <i>Core</i>   |                      |   |   |
| <b>IBUS1101<br/>Global Business</b>   | 6                    | <b>A</b> English Fluency  | Semester 1<br>Semester 2  |
| <b>IBUS1102<br/>Cross-Cultural Management</b>   | 6                    | <b>N</b> IBUS2102   | Intensive<br>February<br>Intensive June<br>Semester 1<br>Semester 2 |
| <b>2000-level units of study</b>  |                      |   |   |
| <i>Core</i>   |                      |   |   |
| <b>IBUS2101<br/>International Business Strategy</b>   | 6                    |   | Intensive<br>January<br>Semester 1<br>Semester 2                    |
| <b>IBUS2103<br/>International Risk Management</b>   | 6                    | <b>P</b> IBUS1102 or IBUS2102<br><b>N</b> IBUS3102                          | Semester 1<br>Semester 2  |
| <i>Selective</i>  |                      |   |   |
| <b>CLAW2209<br/>Intellectual Property for Business</b>  | 6                    | <b>P</b> 24 credit points of study  | Semester 2  |
| <b>CLAW2211<br/>Commercial Practice in China</b>  | 6                    | <b>P</b> 24 credit points of study  | Semester 2  |
| <b>IBUS2020<br/>Chinese Economy and Business</b>  | 6                    | <b>A</b> Business and economics knowledge; English fluency.                 | Semester 1<br>Semester 2  |
| <b>IBUS2104<br/>Entrepreneurship and Innovation</b>   | 6                    | <b>P</b> completion of at least 48 credit points                            | Semester 1<br>Semester 2  |
| <b>3000-level units of study</b>  |                      |   |   |
| <i>Core (major only)</i>  |                      |   |   |
| <b>IBUS3101<br/>International Business Alliances</b>  | 6                    | <b>P</b> IBUS1101   | Semester 1<br>Semester 2  |



Table A - International Business

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>  |
|--|----------------------|---|---|
| <b>IBUS3600<br/>International Business in Practice</b>       | 6                    | <b>P</b> 2018 commencing students: completion of at least 120 credit points including IBUS1101, IBUS1102, IBUS2101 and IBUS2103). 2018 continuing students: completion of at least 120 credit points including IBUS2101 and (IBUS2102 or IBUS1102)<br><i>This unit should only be undertaken by students in their final semester of the International Business major.</i>               | Semester 1  |
| <i>Selective</i>   |                      |   |   |
| <b>IBUS3104<br/>Ethical International Business Decisions</b> | 6                    | <b>P</b> 48 credit points of units  | Semester 1<br>Semester 2  |
| <b>IBUS3106<br/>International Business Special Project</b>   | 6                    | <b>P</b> (IBUS2102 or IBUS1102) and IBUS2101 with a credit average<br><i>Note: Department permission required for enrolment<br/>Students must have received permission to enrol from the Chair of the Discipline of International Business.</i>   | Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>IBUS3107<br/>Business Negotiations</b>                    | 6                    | <b>P</b> 48 credit points of units<br><i>This unit will require student's participation in a number of negotiations. Preparation for these negotiations, which are a large part of your grade, will require time-pressured reading of material in class.</i>  | Semester 2  |
| <b>IBUS3108<br/>Social Entrepreneurship</b>                  | 6                    | <b>P</b> 48 credit points of units  | Semester 1<br>Semester 2  |
| <b>IBUS3109<br/>Strategy and Emerging Markets</b>            | 6                    | <b>P</b> IBUS2101   | Semester 1<br>Semester 2  |
| <b>WORK3201<br/>International Human Resource Management</b>  | 6                    | <b>N</b> WORK2217   | Intensive June<br>Semester 1  |
| <b>4000-level units of study</b>                             |                      |   |   |
| <i>Core</i>  |                      |   |   |
| <b>BUSS4000<br/>Honours in Business</b>                      |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2  |
| <b>BUSS4001<br/>Business Honours Research Methods</b>        | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1  |
| <b>BUSS4512<br/>International Business Honours A</b>         | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4513  | Semester 1  |
| <b>BUSS4513<br/>International Business Honours B</b>         | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4512  | Semester 1  |
| <b>BUSS4104<br/>Business Honours Thesis</b>                  | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2  |

# Table A - Management

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>   | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>  | <i>Session</i>            |
|--|----------------------|--|---------------------------|
| <b>Honours in Work and Organisational Studies</b>  |                      |  |                           |
| Achievement of Honours in Work and Organisational Studies requires 48 of credit points from this table comprising: |                      |  |                           |
| (i) 48 credit points of 4000-level core units.   |                      |  |                           |
| <b>Management major</b>  |                      |  |                           |
| Achievement of a major in Management requires 48 credit points from this table including:                          |                      |  |                           |
| (i) 12 credit points of 1000-level core units  |                      |  |                           |
| (ii) 12 credit points of 2000-level core units   |                      |  |                           |
| (iii) 6 credit points of 3000-level core units   |                      |  |                           |
| (iv) 18 credit points of 3000-level selective units.   |                      |  |                           |
| <b>Management minor</b>  |                      |  |                           |
| Achievement of a minor in Management requires 36 credit points from this table including:                          |                      |  |                           |
| (i) 12 credit points of 1000-level core units  |                      |  |                           |
| (ii) 12 credit points of 2000-level core units   |                      |  |                           |
| (iii) 12 credit points of 3000-level selective units.  |                      |  |                           |
| <b>Units of study</b>  |                      |  |                           |
| The relevant units of study are listed below.  |                      |  |                           |
| <b>1000-level units of study</b>   |                      |  |                           |
| <i>Core</i>  |                      |  |                           |
| <b>WORK1003<br/>Foundations of Work and Employment</b>   | 6                    |  | Semester 1                |
| <b>WORK1004<br/>Foundations of Management</b>  | 6                    | <b>N</b> WORK2201  | Semester 2                |
| <b>2000-level units of study</b>   |                      |  |                           |
| <i>Core</i>  |                      |  |                           |
| <b>WORK2210<br/>Strategic Management</b>   | 6                    | <b>P</b> 40 credit points worth of units of study  | Semester 1                |
| <b>WORK2218<br/>Managing Organisational Behaviour</b>  | 6                    | <b>P</b> 24 Junior credit points   | Semester 2                |
| <b>3000-level units of study</b>   |                      |  |                           |
| <i>Core (major only)</i>   |                      |  |                           |
| <b>WORK3601<br/>Management in Practice</b>   | 6                    | <b>P</b> 2018 commencing students: completion of at least 120 credit points including WORK1003, WORK1004, WORK2210 and WORK2218. 2018 continuing students: completion of at least 120 credit points including WORK2201, WORK2210 and WORK2218<br><i>This unit should only be undertaken by students in their final semester of the Management major.</i> | Semester 2                |
| <i>Selective (for major)</i>   |                      |  |                           |
| <b>WORK3202<br/>Leadership</b>   | 6                    | <b>N</b> WORK2222  | Semester 1                |
| <b>WORK3204<br/>Managing Organisational Sustainability</b>   | 6                    | <b>N</b> WORK2219  | Semester 2                |
| <b>WORK3205<br/>Organisational Communication</b>   | 6                    | <b>N</b> WORK2221  | Intensive July Semester 2 |
| <b>QBUS3320<br/>Supply Chain Management</b>  | 6                    | <b>P</b> ECMT2640 or QBUS2330 or QBUS2350 or QBUS340 or QBUS3350   | Semester 1                |
| <b>QBUS3350<br/>Project Planning and Management</b>  | 6                    | <b>A</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> QBUS2350  | Semester 2                |





Table A - Management

| <b>Unit of study</b>  | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>               |
|---|----------------------|---|------------------------------|
| <i>Selective (for minor)</i>                                  |                      |   |                              |
| <b>WORK3202<br/>Leadership</b>                                | 6                    | <b>N</b> WORK2222   | Semester 1                   |
| <b>WORK3204<br/>Managing Organisational Sustainability</b>    | 6                    | <b>N</b> WORK2219   | Semester 2                   |
| <b>WORK3205<br/>Organisational Communication</b>              | 6                    | <b>N</b> WORK2221   | Intensive July<br>Semester 2 |
| <b>QBUS3350<br/>Project Planning and Management</b>           | 6                    | <b>A</b> BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905.<br><b>N</b> QBUS2350   | Semester 2                   |
| <b>4000-level units of study</b>                              |                      |   |                              |
| <i>Core</i>   |                      |   |                              |
| <b>BUSS4000<br/>Honours in Business</b>                       |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2     |
| <b>BUSS4001<br/>Business Honours Research Methods</b>         | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1                   |
| <b>BUSS4812<br/>Work and Organisational Studies Honours A</b> | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4813  | Semester 1                   |
| <b>BUSS4813<br/>Work and Organisational Studies Honours B</b> | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4812  | Semester 1                   |
| <b>BUSS4104<br/>Business Honours Thesis</b>                   | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2                   |

# Table A - Marketing

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>  | <b>Session</b>           |
|--|----------------------|--|--------------------------|
| <b>Honours in Marketing</b>  |                      |  |                          |
| Achievement of Honours in Marketing requires 48 of credit points from this table including:<br>(i) 48 credit points of 4000-level core units.  |                      |  |                          |
| <b>Marketing major</b>   |                      |  |                          |
| Achievement of a major in Marketing requires 48 credit points from this table including:<br>(i) 12 credit points of 1000-level units<br>(ii) 12 credit points of 2000-level units<br>(iii) 6 credit points of 3000-level units<br>(iv) 18 credit points of 3000-level selective units. |                      |  |                          |
| <b>Marketing minor</b>   |                      |  |                          |
| Achievement of a minor in Marketing requires 36 credit points from this table including:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level selective units.                                   |                      |  |                          |
| <b>Units of study</b>  |                      |  |                          |
| The relevant units of study are listed below.  |                      |  |                          |
| <b>1000-level units of study</b>   |                      |  |                          |
| <i>Core</i>  |                      |  |                          |
| <b>MKTG1001<br/>Marketing Principles</b>   | 6                    |  | Semester 1<br>Semester 2 |
| <b>MKTG1002<br/>Marketing Research</b>   | 6                    | <b>P</b> MKTG1001<br><i>For 2018 commencing students only. For continuing students in 2018, this unit cannot be taken in replacement of MKTG2113.</i>  | Semester 2               |
| <b>2000-level units of study</b>   |                      |  |                          |
| <i>Core</i>  |                      |  |                          |
| <b>MKTG2112<br/>Consumer Behaviour</b>   | 6                    | <b>P</b> MKTG1001  | Semester 1<br>Semester 2 |
| <b>MKTG2113<br/>Marketing Insights</b>   | 6                    | <b>P</b> MKTG1001<br><i>From 2019, this unit will require the completion of MKTG1001 and MKTG1002 as prerequisites</i>   | Semester 1               |
| <b>3000-level units of study</b>   |                      |  |                          |
| <i>Core (major only)</i>   |                      |  |                          |
| <b>MKTG3600<br/>Marketing in Practice</b>  | 6                    | <b>A</b> Students are assumed to understand the key principles of marketing knowledge gained from the core units of the major and be able to apply them in various marketing contexts.<br><b>P</b> 2018 commencing students: completion of at least 120 credit points including MKTG1001, MKTG1002, MKTG2112 and MKTG2113. 2018 continuing students: completion of at least 120 credit points including MKTG1001, MKTG2112, MKTG2113<br><i>This unit should only be undertaken by students in their final semester of the Marketing major.</i> | Semester 1               |
| <i>Selective</i>   |                      |  |                          |
| <b>MKTG3110<br/>Digital Marketing</b>  | 6                    | <b>P</b> MKTG1001  | Semester 1               |
| <b>MKTG3112<br/>Marketing Communications</b>   | 6                    | <b>P</b> MKTG1001  | Semester 2               |
| <b>MKTG3114<br/>New Products Marketing</b>   | 6                    | <b>P</b> MKTG1001  | Semester 2               |
| <b>MKTG3116<br/>International Marketing</b>  | 6                    | <b>P</b> MKTG1001  | Semester 1               |
| <b>MKTG3118<br/>Marketing Strategy and Planning</b>  | 6                    | <b>P</b> MKTG1001  | Semester 2               |
| <b>MKTG3119<br/>Public Relations Management</b>  | 6                    | <b>P</b> MKTG1001 or MKTG2001  | Semester 2               |



Table A - Marketing

| <b>Unit of study</b>                                 | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|--|----------------------|---|--------------------------|
| <b>MKTG3120</b><br>Building and Managing Brands      | 6                    | P MKTG1001  | Semester 1               |
| <b>MKTG3121</b><br>Advertising: Creative Principles  | 6                    | P MKTG1001  | Semester 1               |
| <b>MKTG3123</b><br>Strategic Social Marketing        | 6                    | P MKTG1001  | Semester 2               |
| <b>4000-level units of study</b>                     |                      |   |                          |
| <i>Core</i>  |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business               |                      | P BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br>C BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods | 12                   | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area  | Semester 1               |
| <b>BUSS4612</b><br>Marketing Honours A               | 6                    | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br>C BUSS4001; BUSS4613  | Semester 1               |
| <b>BUSS4613</b><br>Marketing Honours B               | 6                    | P Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br>C BUSS4001; BUSS4612  | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis           | 24                   | P BUSS4001 + 2 x Honours coursework units in the specialisation area<br>C BUSS4000  | Semester 2               |

## Table A - Business School (Degree electives)

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <i>Unit of study</i>  | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>   | <i>Session</i>   |
|---|----------------------|---|--|
| <b>Business School - Degree electives</b>   |                      |   |  |
| The Business School units of study available as electives for the Bachelor of Commerce or Bachelor of Commerce and Bachelor of Advanced Studies degrees are listed below. |                      |   |  |
| <b>1000-level units of study</b>  |                      |   |  |
| <b>BUSS1040<br/>Economics for Business Decision Making</b>  | 6                    | <b>N</b> ECON1001 OR ECON1040   | Semester 1<br>Semester 2   |
| <b>2000-level units of study</b>  |                      |   |  |
| <b>BUSS2100<br/>Business Placement A (Internship)</b>   | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment<br/>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i> | Intensive August<br>Intensive March<br>Semester 1<br>Semester 2  |
| <b>BUSS2200<br/>Business Placement (Self-Sourced)</b>   | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment<br/>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i> | Intensive August<br>Intensive December<br>Intensive July<br>Intensive March<br>Semester 1<br>Semester 2  |
| <b>BUSS2300<br/>Special Topics in Business</b>  | 6                    |   | Intensive April<br>Intensive August<br>Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Intensive June<br>Intensive March<br>Intensive May<br>Intensive November<br>Intensive October<br>Intensive September<br>Semester 1<br>Semester 2 |
| <b>BUSS2310<br/>Business Competition</b>  | 6                    |   | Intensive April<br>Intensive August<br>Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Intensive June<br>Intensive March<br>Intensive May<br>Intensive November<br>Intensive October<br>Intensive September<br>Semester 1<br>Semester 2 |



Table A - Business School (Degree electives)

| <b>Unit of study</b>                                   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>  | <b>Session</b>   |
|--|----------------------|--|--|
| <b>BUSS2320</b><br>Business Project                    | 6                    |  | Intensive April<br>Intensive August<br>Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Intensive June<br>Intensive March<br>Intensive May<br>Intensive November<br>Intensive October<br>Intensive September<br>Semester 1<br>Semester 2 |
| <b>BUSS2330</b><br>International Immersion in Business | 6                    | <i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a></i>  | Intensive April<br>Intensive August<br>Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Intensive June<br>Intensive March<br>Intensive May<br>Intensive November<br>Intensive October<br>Intensive September<br>Semester 1<br>Semester 2 |
| <b>BUSS2340</b><br>Global Immersion                    | 6                    | <b>A</b> A sound understanding of business and strong written and oral communication skills. A flexible adaptability to international environments.<br><b>P</b> completion of at least 48 credit points including all junior core units<br><i>Available to Business students only</i>  | Intensive March<br>Semester 1<br>Semester 2  |
| <b>BUSS2500</b><br>Washington D.C. Placement Program   | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><b>N</b> ECOF2555<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i>               | Intensive March  |
| <b>BUSS2501</b><br>LA Placement Program                | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i>                                    | Intensive March  |
| <b>BUSS2502</b><br>Paris Placement Program             | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i>                                    | Intensive July   |
| <b>BUSS2503</b><br>Community Placement                 | 6                    | <b>P</b> 48 credit points with a credit average<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Further information and application process is outlined at <a href="http://sydney.edu.au/business/study/opportunities/community_placement_program">http://sydney.edu.au/business/study/opportunities/community_placement_program</a>.</i> | Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Semester 1<br>Semester 2  |
| <b>BUSS2504</b><br>China Placement Program             | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i>                                    | Intensive December<br>Intensive March  |
| <b>BUSS2505</b><br>Chile Industry Placement            | 6                    | <b>P</b> 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment</i><br><i>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: <a href="mailto:business.placements@sydney.edu.au">business.placements@sydney.edu.au</a>.</i>                                    | Intensive July   |
| <b>QBUS2830</b><br>Actuarial Data Analytics            | 6                    | <b>A</b> BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or 6 credit points in MATH units including one of MATH1005, MATH1905 or MATH1015<br><b>P</b> QBUS2810 or DATA2002 or ECMT2110  | Semester 2   |

Table A - Business School (Degree electives)

| <b>Unit of study</b>                                  | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>   |
|---|----------------------|---|--|
| <b>3000-level units of study</b>                      |                      |   |  |
| <b>BUSS3100<br/>Business Placement C (Internship)</b> | 6                    | <b>P</b> 48 credit points including (BUS1000 or BUSS1001 or ECOF1003) with a minimum credit average (65%)<br><i>Note: Department permission required for enrolment<br/>Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: business.placements@sydney.edu.au.</i> | Intensive April<br>Intensive August<br>Intensive December<br>Intensive February<br>Intensive January<br>Intensive July<br>Intensive June<br>Intensive March<br>Intensive May<br>Intensive November<br>Intensive October<br>Intensive September<br>Semester 1<br>Semester 2 |
| <b>BUSS3110<br/>Industry and Community Project</b>    | 6                    | <b>A</b> Upper level disciplinary knowledge; required knowledge will vary by project  | Intensive February<br>Intensive January<br>Intensive July<br>Semester 1<br>Semester 2  |
| <b>QBUS3810<br/>Actuarial Risk Analytics</b>          | 6                    | <b>P</b> QBUS2810 or DATA2002 or ECMT2110<br><b>N</b> ECMT3180  | Semester 1   |



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# Unit of study descriptions

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

The following pages list descriptions for the Table A (Bachelor of Commerce) units of study and the Sydney Law School units completed in the combined Law degree in the first three years.

These descriptions are set out as follows:

- Degree core - Commerce
- Accounting
- Accounting (Professional)
- Banking
- Business Analytics
- Business Information Systems
- Business Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing
- Business School - Degree electives
- Combined Law degree - Law units

The units are listed by level and then alphabetically by unit code.







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# Unit of study descriptions - Degree core

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

## Commerce core units of study

### *1000-level units of study*

#### **BUSS1000**

##### **Future of Business**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1.5 hour lecture every week (13), 1.5 hr tutorial each week, guided learning material (e.g. videos, podcasts, contemporary case studies etc.). 8x 1.5 hr workshops: Students who are identified as benefiting from additional academic support (a written diagnostic is administered during week 1 of the BUSS1000 tutorials) will be required to attend a 1.5 hour weekly workshop from Week 3 on Business Communication and Academic Writing (BCAC). **Prohibitions:** BUSS1001 **Assessment:** Case study (25%), team presentation (25%), tutorial attendance and participation (15%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This compulsory first year unit is designed to provide commencing undergraduate students with insights into the study and the practice of business. Students gain foundational knowledge in relation to business stakeholders, business challenges and the ways in which business leaders might approach responding to these challenges. Key stakeholders within and external to organisations are identified and their interests are analysed. Critical business challenges such as climate change and sustainability, the future of work and workforce diversity are investigated. The way that these challenges affect different types of business, sectors and stakeholders is analysed and responses constructed to them. The unit is delivered in a blended format, with face-to-face lectures, seminars, and interactive online modules. Success in this unit is determined by strong application of critical, strategic and cross-disciplinary thinking, as well as the ability to demonstrate business knowledge and problem solving skills through effective written and oral communication.

#### **BUSS1020**

##### **Quantitative Business Analysis**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 2hr tutorial per week **Prohibitions:** ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115 **Assessment:** quiz 1 (15%), quiz 2 (15%), weekly homework (15%), written assignment (20%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

All graduates from the BCom need to be able to use quantitative techniques to analyse business problems. This ability is important in all business disciplines since all disciplines deal with increasing amounts of data, and there are increasing expectations of quantitative skills. This unit shows how to interpret data involving uncertainty and variability; how to model and analyse the relationships within business data; and how to make correct inferences from the data (and recognise incorrect inferences). The unit will include instruction in the use of software tools (primarily spreadsheets) to analyse and present quantitative data.

#### **BUSS1030**

##### **Accounting, Business and Society**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prohibitions:** ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005 **Assessment:** tutorial contribution (10%), assignment (15%), mid-semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit investigates the fundamentals of accounting and aims to provide a broad understanding of the role of accounting in the context of business and society. The format of the unit is designed to show that there are many uses of accounting data. The focus moves from accountability to decision making; both functions are explained through examples such as the 'double entry equation', and from an output (financial statements) perspective. Some more technical aspects of accounting are outlined, including the elements of assets, liabilities, revenues and expenses within simple, familiar scenarios. Besides developing an understanding of the role of accounting via conventional financial reports, recent developments including the discharge of accountability by companies through the release of corporate social and environmental reports and the global financial crisis, are explored through an accounting lens.

### *2000-level units of study*

#### **BUSS2000**

##### **Leading and Influencing in Business**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1.5hr tutorial each week, 1.5 hour lecture every 4 weeks (4 in total), weekly online lectures (video podcasts), guided learning material and quizzes. **Prerequisites:** Completion of 48 credit points including BUSS1000 or BUSS1001 **Assessment:** career plan report (30%), team report (15%), team presentation (10%), tutorial attendance and participation (10%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit of study introduces students to the knowledge and skills required to successfully lead and influence people in an increasingly global and diverse workplace. Unit content is drawn from relevant theories and evidence with students applying the underpinning principals from these theories to develop effective interpersonal skills, self-reflective practices, self-development goals and plans, leadership and employability skills. The knowledge and skills developed in this unit are important to building a career regardless of disciplinary specialisation. Example topics include: the importance of understanding and reflecting on one's own values and career goals/interests, communication, teamwork, ethical and social responsibility, inclusive leadership, cultural awareness and competency, as well as professional skills.





# Unit of study descriptions - Accounting

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### **BUSS1030**

#### **Accounting, Business and Society**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prohibitions:** ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005 **Assessment:** tutorial contribution (10%), assignment (15%), mid-semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit investigates the fundamentals of accounting and aims to provide a broad understanding of the role of accounting in the context of business and society. The format of the unit is designed to show that there are many uses of accounting data. The focus moves from accountability to decision making; both functions are explained through examples such as the 'double entry equation', and from an output (financial statements) perspective. Some more technical aspects of accounting are outlined, including the elements of assets, liabilities, revenues and expenses within simple, familiar scenarios. Besides developing an understanding of the role of accounting via conventional financial reports, recent developments including the discharge of accountability by companies through the release of corporate social and environmental reports and the global financial crisis, are explored through an accounting lens.

### **ACCT1006**

#### **Accounting and Financial Management**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** (BUSS1030 or ACCT1005) and HSC Mathematics **Prohibitions:** ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 **Assessment:** tutorial work and/or assignment (25%), mid-semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Accounting and Financial Management is an introduction to financial reporting, and the gateway unit to further study in accounting. This unit builds upon the accounting context, presented in BUSS1030 Accounting, Business and Society, and aims to develop the technical skills to record basic business transactions through accounting systems. In addition to this technical focus, specific attention is given to the way in which the accounting information can be used to undertake financial management and analysis, to give students the ability to produce and interpret financial reports.

## 2000-level units of study

### **ACCT2011**

#### **Financial Accounting A**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x2hr lecture and 1x1hr tutorial per week **Prerequisites:** (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006) **Assessment:** tutorial preparation (5%), group assignment (15%), mid-semester examination (30%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit examines the accounting and reporting practices of reporting entities, particularly listed public companies. Emphasis is placed on developing an understanding of, and the ability to critically evaluate, the various regulatory requirements (professional and statutory) governing financial reporting. The unit commences with an overview of the financial reporting environment and theories that seek to explain the accounting policy choices of management. This framework

provides a basis for examining a range of specific issues in financial accounting. Emphasis throughout the unit is on both the application of specific accounting techniques/rules and the conceptual/theoretical issues associated with alternative accounting methods.

### **ACCT2012**

#### **Management Accounting A**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006) **Assessment:** in-class MCQ (10%), Excel assignment (10%), group SAP assignment (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides students with an introduction to the basics of management/cost accounting; it equips them with basic skills to use an industry-standard accounting system and management accounting information efficiently and effectively. Areas specifically covered include: cost terms and purposes, cost behaviour, cost - volume - profit analysis, cost estimation, basic and alternative product costing methods, detailed study of the mechanics of the budgeting process (master budgets, flexible budgets, standard costing and variance analysis, capital budgeting), sustainability and environmental management accounting, decision making using relevant costs/revenues and cost allocation.

## 3000-level units of study

### **ACCT3011**

#### **Financial Accounting B**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x1hr tutorial per week **Prerequisites:** ACCT2011 **Assessment:** Mid-semester examination (30%), group presentations (10%), individual assignment (10%), and final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit introduces students to accounting for investments in entities that are controlled, significantly influenced, or jointly controlled by the investor. The unit starts by assessing whether an investment should be consolidated, the process of consolidation, the preparation of consolidated financial statements for corporate groups, including the treatment of goodwill, intra-group transactions and non-controlling interests. Other aspects of group accounting, such as equity accounting, segment disclosures, related party disclosures, and foreign currency translation are investigated. A critical analysis of group accounting is then undertaken, including a consideration of the outcomes of related processes, and the impacts on users. The unit also critically evaluates current issues in accounting regulation and practice, and the politics of standard-setting process. Accounting issues regarding financial instruments are further developed focusing on hedge accounting as a special case. Finally, voluntary disclosures for social and environmental reporting are considered. This unit aims to further develop students' written communication skills and critical and analytic skills within the context of corporate group activities.

### **ACCT3012**

#### **Management Accounting B**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x1.5hr lecture and 1x1.5hr tutorial per week **Prerequisites:** ACCT2012 **Assessment:** Tutorial participation (5%), tutorial presentation (10%), tutorial critique (10%), mid-semester exam (25%), and Final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Special Permission required for enrolment for students who have not successfully completed ACCT2012.*

Management Accounting B deals with the theory and practice of a selection of contemporary management accounting issues. The course



begins by examining the influences that impact upon the design of an organisation and its management accounting system. Behavioural factors, rather than technical factors, are highlighted and a range of organisational settings and management levels are reviewed. The unit then examines advanced issues relevant to operational management accounting. While this section of the course builds on the foundations laid in Management Accounting A, the focus remains on the behavioural implications of accounting techniques for making decisions in organisations.

### ACCT3013

#### Financial Statement Analysis

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** ACCT2011 **Assessment:** group case study (15%), tutorial participation (10%), mid semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Although the appropriate 'form' of financial analysis depends largely on the specific context (e.g. equity investment, credit extension, analysis of supplier/customer health, competitor analysis, regulatory overview or intervention, valuation for takeover/restructuring), many of the techniques of financial analysis are common to each. A primary purpose of this course is to develop an understanding of these techniques, as well as the inherent difficulties in their application. Specific issues addressed include the analysis of business performance and disclosure, the analysis of earnings quality, cash flow assessment, credit worthiness and accounting-based valuation methods.

### ACCT3031

#### International Corporate Governance

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr workshop per week **Prerequisites:** ACCT2011 **Assumed knowledge:** CLAW2201 **Assessment:** assignments (35%), quiz (15%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit examines the evolving view of corporate governance from an international perspective, with reference to Australian principles. Corporate governance from a narrow view is concerned with how a corporation is controlled, to the establishment of sets of arrangements affecting the conduct of an organisation and its relationship with stakeholders. Specific issues examined in this unit include the legal framework; control and culture of the modern corporation; operations of a Board; role of board sub-committees; Boards and the development or endorsement of strategies; measuring and rewarding performance; corporate governance, financial reporting and disclosure; corporate governance and the audit process; governance within the global financial crisis.

### ACCT3600

#### Accounting and Auditing in Practice

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5 hour lecture and 1 x 1.5 hour tutorial per week **Prerequisites:** completion of at least 120 credit points including ACCT2012 and ACCT3011 **Prohibitions:** ACCT3014 **Assumed knowledge:** ACCT3012. Students are expected to have an understanding of the key principles and rules of specified accounting standards, and be able to apply them in the context of business scenarios. Students are also expected to comprehend the form and content of published financial statements and be able to explain their function. **Assessment:** mid-semester exam (25%), online quizzes (5%), research case study (30%) and final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Accounting major.*

This unit of study examines the process of auditing, highlighting the important concepts which underpin the practice of auditing. Although the focus is on the audit of corporate financial reports undertaken in compliance with the Corporation Act 2001 (Cth), other forms of audit and assurance activities are referenced. This unit of study is intended to provide an overview of the audit process within the context of Australian Auditing Standards. The unit is both practical and theoretical, with students expected to apply their knowledge to case studies developed from practice. As the capstone unit for the accounting major, this unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills

developed across the accounting major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary business problems. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of accounting.

### CLAW3201

#### Australian Taxation System

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** Two hours of lectures and a one hour tutorial per week **Prerequisites:** CLAW1003 or CLAW2201 or CLAW2214 **Assessment:** tutorial assessment (10%), tutorial participation (10%), mid-semester test (15%), case analysis (15%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit is an introduction to Australia's taxation law. It commences with an overview of the Australian tax system, discusses contemporary tax issues and then deals with specific topics, including: the basis of liability to Australian income tax, concepts of residence and source of income, concepts of ordinary and statutory income (including capital gains tax), tax accounting, taxation of fringe benefits, and allowable deductions. It concludes with a study of the general anti-avoidance sections. The taxation of companies, partnerships and trusts, and international taxation are studied in depth in CLAW3202 which, together with this unit, is a solid basis to prepare students for an important aspect of professional accounting practice.

### INFS3110

#### Accounting Information Systems

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3 hour workshop per week **Prohibitions:** INFS2001 **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assessment (20%), group workshop assessment (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit demonstrates how accounting information systems (AIS) can improve business performance relating to the conduct of accounting based transactions. It provides students with the skills necessary to identify and assess opportunities for business improvement, by looking at both conceptual and physical AIS and to understand the varied ways in which the business must assess risks, controls, costs and benefits in relation to the implementation of an AIS. From an end-to-end systems perspective students gain knowledge of approaches and methodologies related to the design, implementation and operation of an AIS. Through graphic representations visual thinking can be applied to analyse, assess and improve the conceptual AIS with a view to its physical implementation. Students learn the importance of an integrated approach to managing business cycles including expenditure, conversion and revenue where multiple competing requirements often need to be balanced. Students develop expertise in business analysis, a foundation skill for accountants, auditors, project managers and business analysts.

## 4000-level units of study

### BUSS4000

#### Honours in Business

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

### BUSS4001

#### Business Honours Research Methods

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:**

research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

#### **BUSS4104**

##### **Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

#### **BUSS4112**

##### **Accounting Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4113 **Assessment:** individual essay (30%), final assignment (70%) **Mode of delivery:** Block mode

This unit aims to add breadth and depth to students' appreciation of both (a) the range of topics encompassed within contemporary accounting research and (b) the range of research methods and methodologies used by Accounting researchers. It does so by training students to critically evaluate advanced research on topic areas such as financial accounting, management accounting, auditing, information systems and data management, intellectual capital, accountability, the interaction of accounting with capital markets (including earnings management and use of accounting numbers in financial analysis), public sector accounting and management, and critical accounting research.

#### **BUSS4113**

##### **Accounting Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4112 **Assessment:** presentation (30%), essay (70%) **Mode of delivery:** Block mode

This unit builds upon BUSS4112 to (1) further build students' skills in identifying, analysing and writing up a review of research relevant to their particular research project and (2) provide students with additional in-depth training in respect of research methods, theory (etc.) relevant to their particular projects with a view to both (a) helping students fine-tune their research proposals and (b) preparing them to carry out their proposed research.



# Table A unit of study descriptions - Accounting (Professional)

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### BUSS1020

#### Quantitative Business Analysis

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 2hr tutorial per week **Prohibitions:** ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115 **Assessment:** quiz 1 (15%), quiz 2 (15%), weekly homework (15%), written assignment (20%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

All graduates from the BCom need to be able to use quantitative techniques to analyse business problems. This ability is important in all business disciplines since all disciplines deal with increasing amounts of data, and there are increasing expectations of quantitative skills. This unit shows how to interpret data involving uncertainty and variability; how to model and analyse the relationships within business data; and how to make correct inferences from the data (and recognise incorrect inferences). The unit will include instruction in the use of software tools (primarily spreadsheets) to analyse and present quantitative data.

### BUSS1030

#### Accounting, Business and Society

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prohibitions:** ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 or ACCT1005 **Assessment:** tutorial contribution (10%), assignment (15%), mid-semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit investigates the fundamentals of accounting and aims to provide a broad understanding of the role of accounting in the context of business and society. The format of the unit is designed to show that there are many uses of accounting data. The focus moves from accountability to decision making; both functions are explained through examples such as the 'double entry equation', and from an output (financial statements) perspective. Some more technical aspects of accounting are outlined, including the elements of assets, liabilities, revenues and expenses within simple, familiar scenarios. Besides developing an understanding of the role of accounting via conventional financial reports, recent developments including the discharge of accountability by companies through the release of corporate social and environmental reports and the global financial crisis, are explored through an accounting lens.

### BUSS1040

#### Economics for Business Decision Making

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prohibitions:** ECON1001 OR ECON1040 **Assessment:** written assignment (15%), on-line quizzes (10%), mid-semester exam (20%), and final exam (55%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Economics underlies all business decisions, from pricing to product development, to negotiations, to understanding the general economic environment. This unit provides an introduction to economic analysis with a particular focus on concepts and applications relevant to business. This unit addresses how individual consumers and firms make decisions and how they interact in markets. It also introduces a framework for understanding and analysing the broader economic and public policy environment in which a business competes. This

unit provides a rigorous platform for further study and a major in economics as well as providing valuable tools of analysis that complement a student's general business training, regardless of their area of specialisation.

### ACCT1006

#### Accounting and Financial Management

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** (BUSS1030 or ACCT1005) and HSC Mathematics **Prohibitions:** ACCT1001 or ACCT1002 or ACCT1003 or ACCT1004 **Assessment:** tutorial work and/or assignment (25%), mid-semester examination (25%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Accounting and Financial Management is an introduction to financial reporting, and the gateway unit to further study in accounting. This unit builds upon the accounting context, presented in BUSS1030 Accounting, Business and Society, and aims to develop the technical skills to record basic business transactions through accounting systems. In addition to this technical focus, specific attention is given to the way in which the accounting information can be used to undertake financial management and analysis, to give students the ability to produce and interpret financial reports.

## 2000-level units of study

### ACCT2011

#### Financial Accounting A

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x2hr lecture and 1x1hr tutorial per week **Prerequisites:** (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006) **Assessment:** tutorial preparation (5%), group assignment (15%), mid-semester examination (30%), final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit examines the accounting and reporting practices of reporting entities, particularly listed public companies. Emphasis is placed on developing an understanding of, and the ability to critically evaluate, the various regulatory requirements (professional and statutory) governing financial reporting. The unit commences with an overview of the financial reporting environment and theories that seek to explain the accounting policy choices of management. This framework provides a basis for examining a range of specific issues in financial accounting. Emphasis throughout the unit is on both the application of specific accounting techniques/rules and the conceptual/theoretical issues associated with alternative accounting methods.

### ACCT2012

#### Management Accounting A

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** (ACCT1001 or ACCT1005 or BUSS1030) and (ACCT1002 or ACCT1006) **Assessment:** in-class MCQ (10%), Excel assignment (10%), group SAP assignment (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides students with an introduction to the basics of management/cost accounting; it equips them with basic skills to use an industry-standard accounting system and management accounting information efficiently and effectively. Areas specifically covered include: cost terms and purposes, cost behaviour, cost - volume - profit analysis, cost estimation, basic and alternative product costing methods, detailed study of the mechanics of the budgeting process (master budgets, flexible budgets, standard costing and variance analysis, capital budgeting), sustainability and environmental management accounting, decision making using relevant costs/revenues and cost allocation.





Table A unit of study descriptions - Accounting (Professional)

### CLAW2214

#### Business Law for Accountants

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr seminar per week  
**Prohibitions:** CLAW1001; CLAW1003; CLAW2201 **Assessment:** assignment (30%), weekly in-class quizzes (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The entire fabric of commerce is woven from a complex legal regime which regulates all commercial activity. The dominant vehicle for this commercial activity is the limited liability company. In their role as business advisors, accountants require a thorough understanding of key aspects of the legal and regulatory frameworks for business and the operation and governance of corporations. The overall aim of this unit is to introduce students to the range of issues likely to be encountered in the contemporary commercial context and the legal implications of such conduct.

### FINC2011

#### Corporate Finance I

**Credit points:** 6 **Session:** Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week  
**Prerequisites:** (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002) **Assumed knowledge:** BUSS1030 **Assessment:** Mid-semester exam (20%), major assignment (30%) and final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit provides an introduction to basic concepts in corporate finance and their application to (1) valuation of risky assets including stocks, bonds and entire corporations, (2) pricing of equity securities, and (3) corporate financial policy decisions including dividend, capital structure and risk management policies. Emphasis is placed on the application of the material studied and current practices in each of the topic areas.

### 3000-level units of study

### ACCT3011

#### Financial Accounting B

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x1hr tutorial per week **Prerequisites:** ACCT2011 **Assessment:** Mid-semester examination (30%), group presentations (10%), individual assignment (10%), and final examination (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit introduces students to accounting for investments in entities that are controlled, significantly influenced, or jointly controlled by the investor. The unit starts by assessing whether an investment should be consolidated, the process of consolidation, the preparation of consolidated financial statements for corporate groups, including the treatment of goodwill, intra-group transactions and non-controlling interests. Other aspects of group accounting, such as equity accounting, segment disclosures, related party disclosures, and foreign currency translation are investigated. A critical analysis of group accounting is then undertaken, including a consideration of the outcomes of related processes, and the impacts on users. The unit also critically evaluates current issues in accounting regulation and practice, and the politics of standard-setting process. Accounting issues regarding financial instruments are further developed focusing on hedge accounting as a special case. Finally, voluntary disclosures for social and environmental reporting are considered. This unit aims to further develop student's written communication skills and critical and analytic skills within the context of corporate group activities.

### ACCT3600

#### Accounting and Auditing in Practice

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5 hour lecture and 1 x 1.5 hour tutorial per week **Prerequisites:** completion of at least 120 credit points including ACCT2012 and ACCT3011 **Prohibitions:** ACCT3014 **Assumed knowledge:** ACCT3012. Students are expected to have an understanding of the key principles and rules of specified accounting standards, and be able to apply them in the context of business scenarios. Students are also expected to comprehend the form and content of published financial statements and be able to explain their function. **Assessment:** mid-semester exam (25%), online quizzes (5%), research case study (30%) and final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Accounting major.*

This unit of study examines the process of auditing, highlighting the important concepts which underpin the practice of auditing. Although the focus is on the audit of corporate financial reports undertaken in compliance with the Corporation Act 2001 (Cth), other forms of audit and assurance activities are referenced. This unit of study is intended to provide an overview of the audit process within the context of Australian Auditing Standards. The unit is both practical and theoretical, with students expected to apply their knowledge to case studies developed from practice. As the capstone unit for the accounting major, this unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills developed across the accounting major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary business problems. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of accounting.

### CLAW3201

#### Australian Taxation System

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** Two hours of lectures and a one hour tutorial per week **Prerequisites:** CLAW1003 or CLAW2201 or CLAW2214 **Assessment:** tutorial assessment (10%), tutorial participation (10%), mid-semester test (15%), case analysis (15%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit is an introduction to Australia's taxation law. It commences with an overview of the Australian tax system, discusses contemporary tax issues and then deals with specific topics, including: the basis of liability to Australian income tax, concepts of residence and source of income, concepts of ordinary and statutory income (including capital gains tax), tax accounting, taxation of fringe benefits, and allowable deductions. It concludes with a study of the general anti-avoidance sections. The taxation of companies, partnerships and trusts, and international taxation are studied in depth in CLAW3202 which, together with this unit, is a solid basis to prepare students for an important aspect of professional accounting practice.

### INFS3110

#### Accounting Information Systems

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3 hour workshop per week **Prohibitions:** INFS2001 **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assessment (20%), group workshop assessment (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit demonstrates how accounting information systems (AIS) can improve business performance relating to the conduct of accounting based transactions. It provides students with the skills necessary to identify and assess opportunities for business improvement, by looking at both conceptual and physical AIS and to understand the varied ways in which the business must assess risks, controls, costs and benefits in relation to the implementation of an AIS. From an end-to-end systems perspective students gain knowledge of approaches and methodologies related to the design, implementation and operation of an AIS. Through graphic representations visual thinking can be applied to analyse, assess and improve the conceptual AIS with a view to its physical implementation. Students learn the importance of an integrated approach to managing business cycles including expenditure, conversion and revenue where multiple competing requirements often need to be balanced. Students develop expertise in business analysis, a foundation skill for accountants, auditors, project managers and business analysts.

# Table A unit of study descriptions - Banking

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### BUSS1020

#### Quantitative Business Analysis

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 2hr tutorial per week **Prohibitions:** ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115 **Assessment:** quiz 1 (15%), quiz 2 (15%), weekly homework (15%), written assignment (20%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

All graduates from the BCom need to be able to use quantitative techniques to analyse business problems. This ability is important in all business disciplines since all disciplines deal with increasing amounts of data, and there are increasing expectations of quantitative skills. This unit shows how to interpret data involving uncertainty and variability; how to model and analyse the relationships within business data; and how to make correct inferences from the data (and recognise incorrect inferences). The unit will include instruction in the use of software tools (primarily spreadsheets) to analyse and present quantitative data.

### BUSS1040

#### Economics for Business Decision Making

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prohibitions:** ECON1001 OR ECON1040 **Assessment:** written assignment (15%), on-line quizzes (10%), mid-semester exam (20%), and final exam (55%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Economics underlies all business decisions, from pricing to product development, to negotiations, to understanding the general economic environment. This unit provides an introduction to economic analysis with a particular focus on concepts and applications relevant to business. This unit addresses how individual consumers and firms make decisions and how they interact in markets. It also introduces a framework for understanding and analysing the broader economic and public policy environment in which a business competes. This unit provides a rigorous platform for further study and a major in economics as well as providing valuable tools of analysis that complement a student's general business training, regardless of their area of specialisation.

## 2000-level units of study

### BANK2011

#### Banking and the Financial System

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 2 hour lecture, one hour tutorial, weekly **Prerequisites:** (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or (MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002) **Prohibitions:** ECOS2004 **Assumed knowledge:** FINC2011 **Assessment:** tutorial exercises (5%); midterm exam (20%); assignment (25%); final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit covers money, commercial banking and central banking and the interactions with the other aspects of the financial system including the financial instruments that facilitate a transfer of resources from savers to investors and the financial markets that allow financial instruments to be traded efficiently. There is a concentration on understanding the financial institutions within the financial system that

provide a wide-range of financial services including access to financial markets and the process of financial intermediation. Students are exposed to monetary policy implementation by central banks and the resultant economic impacts both nationally and internationally. Current regulatory settings and government regulatory agencies responsible for these and policy debates are also emphasised.

### ECOS2004

#### Money and Banking

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x2hr lecture/week, 1x1hr tutorial/week **Prerequisites:** (ECON1001 and ECON1002) or (ECON1040 and ECON1002) or BUSS1040 **Assessment:** 3x500wd assignment (20%), 1x1000wd essay (20%), 1x1hr mid-semester test (20%), 1x2hr final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Students will learn how a modern financial system operates and the relationships between the financial system and the economy, with a particular emphasis on understanding business cycles. We will study how money/capital changes hands between agents over time, both directly and through institutions. We will study how these exchanges affect the economy, and how central banks and other policy institutions monitor, influence and regulate these exchanges. There will be an equal emphasis on understanding the modern financial system and on analysing monetary policy and financial regulation.

### FINC2011

#### Corporate Finance I

**Credit points:** 6 **Session:** Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002) **Assumed knowledge:** BUSS1030 **Assessment:** Mid-semester exam (20%), major assignment (30%) and final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit provides an introduction to basic concepts in corporate finance and their application to (1) valuation of risky assets including stocks, bonds and entire corporations, (2) pricing of equity securities, and (3) corporate financial policy decisions including dividend, capital structure and risk management policies. Emphasis is placed on the application of the material studied and current practices in each of the topic areas.

## 3000-level units of study

### BANK3011

#### Bank Financial Management

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** a two-hour lecture and a one-hour tutorial each week during semester. **Prerequisites:** BANK2011 or ECOS2004 or FINC2011 **Prohibitions:** FINC3018 **Assessment:** mid-semester exam (25%); individual assignment (30%); final exam (45%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The objective of the unit is to expose students to the management of financial risks in banks. The unit examines how financial markets impact on the management of commercial banks and the risks they are exposed to, together with the techniques and approaches used in the measurement and management of these risks. Topics covered include the theory and practice of banking from a financial management perspective, interest rate and foreign exchange market risks, credit risk, liquidity risk, financial management, interest rate and credit derivatives, investment and loan management strategies and portfolio modelling, liability and deposit management, performance analysis, and industry developments.



**BANK3012****Bank Supervision**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** BANK2011 or ECOS2004 or FINC2011 **Assumed knowledge:** BANK3011 **Assessment:** mid-semester exam (30%); tutorial exercises (10%); group project (20%); final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides undergraduate students with knowledge and a greater understanding of the central issues and principles underpinning recent developments in the global regulation and supervision of banking/financial institutions. The concept of financial stability as the goal of public policy and the rationale for prudential regulation and supervision of banks is discussed first. Students are then exposed to a range of concepts and issues pertaining to the measurement, management and prudential regulation of key risks in banking (i.e. market risk, credit risk, operational risk, liquidity risk). Other elements in the unit entail discussion and examination of issues relating to the concept of capital adequacy and risk-based capital ratios with particular reference to Basel Capital Accords; the Basel Core Principles for Effective Banking Supervision; different national approaches to regulation and supervision of banks; government financial safety nets (ie. 'Lender of Last Resort' and depositor protection schemes); post-crisis structural banking reform proposals.

**BANK3013****International Banking Management**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 3 hours lectures will be composed of 2 hours lecture, one hour workshop for some weeks and for others 3 hours of lectures **Prerequisites:** BANK2011 or ECOS2004 or FINC2011 **Assessment:** mid-term exam (35%); final exam (35%); research project (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit covers various theoretical and applied issues for the international financial markets in which international banks operate in. Topics covered include theories of international banking; internationalisation of banking - US, Japan and Chinese experience; competitiveness strategies; international banking and debt crises; Euro currency markets; financial secrecy and money laundering; and the role of foreign banks in emerging markets.

**BANK3014****Private and Investment Banking**

**Credit points:** 6 **Session:** Semester 1 **Classes:** a two-hour lecture and a one-hour tutorial each week during semester **Prerequisites:** BANK2011 or ECOS2004 or FINC2011 **Assumed knowledge:** BANK3011 **Assessment:** mid-semester exam (25%); group assignment (30%); final exam (45%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The central objective of this unit is to provide students with an understanding of the activities of private and investment banks, the regulation of these industries and the developments and challenges facing them. The unit examines private banking from the perspective of clients, services and the business model employed. Investment banking activities examined include investment banking financing activities, advisory services, trading and asset management. Topics covered include: the theory and practice of private and investment banking and their roles within the financial systems of modern economies, MandA advisory, corporate restructuring, syndicated lending, underwriting, securitization, private banking, trading in debt, foreign exchange and equity markets, asset management and the implications of regulatory and other industry developments.

**BANK3015****Contemporary Commercial Banking**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** BANK2011 or ECOS2004 or FINC2011 **Assumed knowledge:** BANK3011 **Assessment:** mid-semester exam (30%); tutorial exercises (10%); group project (20%); final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides undergraduate students with knowledge and a greater understanding of key theoretical and practical issues pertaining to the role of contemporary commercial banking in modern monetary economies. The unit embeds a strong policy-related element by

extensively examining the important interactions that exist between contemporary commercial banking, domestic and international financial markets, and monetary policy implementation. The subject will cover features of the financial system, money and payments, commercial banks and the money supply process, the role of contemporary commercial banking in the monetary transmission mechanism and implementation of monetary policy goals, monetary policy rules (both theory and practice), the impact of monetary policy on asset prices and a discussion of alternative (non-traditional) monetary policy conducted at near zero interest rates (quantitative easing, QE, and policy guidance).

**CLAW3210****Banking and Financial Law**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 3hr seminar per week **Prerequisites:** completion of at least 48 credit points **Prohibitions:** CLAW2204 **Assessment:** mid-semester exam (25%), case study / research (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Banks and financial institutions are central to the stability, efficiency and wealth of modern economies and businesses. This unit focuses on the impact of national and international financial regulation on banking contracts, bank secrecy, money laundering and fraud. Students become familiar with legal risks in commercial and investment banking, by examining the complex relationships and legal duties of the various parties engaged in modern finance. Topics covered include electronic banking, international trade finance and securitisation. The unit assists students to understand how the law is applied in practice through the use of case studies. Special emphasis is placed on how banking disputes may be resolved.

# Table A unit of study descriptions - Business Analytics

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## 1000-level units of study

### BUSS1020

#### Quantitative Business Analysis

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 2hr tutorial per week **Prohibitions:** ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115 **Assessment:** quiz 1 (15%), quiz 2 (15%), weekly homework (15%), written assignment (20%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

All graduates from the BCom need to be able to use quantitative techniques to analyse business problems. This ability is important in all business disciplines since all disciplines deal with increasing amounts of data, and there are increasing expectations of quantitative skills. This unit shows how to interpret data involving uncertainty and variability; how to model and analyse the relationships within business data; and how to make correct inferences from the data (and recognise incorrect inferences). The unit will include instruction in the use of software tools (primarily spreadsheets) to analyse and present quantitative data.

### QBUS1040

#### Foundations of Business Analytics

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 2hr tutorial per week **Prerequisites:** BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH 1000-level units which must include MATH1905 **Assessment:** assignment (30%), mid-semester exam (25%), final exam (45%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides students with the necessary foundations and skills to undertake second year units in business analytics and successfully complete the Business Analytics major. Theoretical models discussed are motivated by real life business applications and decision problems. The unit provides a grounding in linear algebra (matrix properties) and calculus and applies these methods to regression models with multiple variables. Topics covered include logistic regression, interaction and nonlinear effects. The unit also introduces the key ideas of optimization (particularly for quadratic problems) and shows how optimisation models can be used to make statistical estimates. At the same time as building understanding of the mathematical foundations needed in business analytics, the unit helps students to build programming skills to solve practical problems from the business area. The unit makes use of the modern programming languages such as Python.

## 2000-level units of study

### QBUS2310

#### Management Science

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** 2018 Commencing students: QBUS1040; 2018 continuing students: BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Prohibitions:** ECMT2620 **Assessment:** assignment 1 (15%), assignment 2 (15%), mid-term exam (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The ability to understand and mathematically formulate decision problems is a fundamental skill for managers in any organisation. This

unit focuses on basic management science modelling techniques used in capacity planning, production management, and resource allocation. Students learn to approach complex real life problems, formulate appropriate models and offer solution procedures to ensure an optimal use of resources. Methods include linear programming, integer programming, quadratic programming, and dynamic programming.

### QBUS2810

#### Statistical Modelling for Business

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** 2018 Commencing students: QBUS1040; 2018 continuing students: BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Prohibitions:** ECMT2110 **Assumed knowledge:** This unit relies on mathematical knowledge at the level of the Maths in Business program, including calculus and matrix algebra. Students who do not meet this requirement are strongly encouraged to acquire the needed mathematical skills prior to enrolling in this unit. **Assessment:** individual assignment 1 (5%); individual assignment 2 (10%); individual assignment 3 (5%); group project (25%); mid-semester exam (20%); final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Statistical analysis of quantitative data is a fundamental aspect of modern business. The pervasiveness of information technology in all aspects of business means that managers are able to use very large and rich data sets. This unit covers a range of methods to model and analyse the relationships in such data, extending the introductory methods in BUSS1020. The methods are useful for detecting, analysing and making inferences about patterns and relationships within the data so as to support business decisions. This unit offers an insight into the main statistical methodologies for modelling the relationships in both discrete and continuous business data. This provides the information requirements for a range of specific tasks that are required, e.g. in financial asset valuation and risk measurement, market research, demand and sales forecasting and financial analysis, among others. The unit emphasises real empirical applications in business, finance, accounting and marketing, using modern software tools.

### QBUS2820

#### Predictive Analytics

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** QBUS2810 or ECMT2110 or DATA2002 **Assumed knowledge:** This unit assumes mathematical knowledge at the level of the Maths in Business program (including calculus and matrix algebra) and basic computer programming skills at the level of QBUS2810. **Assessment:** assignment 1 (20%), assignment 2 (20%), mid-term exam (20%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Predictive analytics are a set of tools to enable managers to exploit the patterns found in transactional and historical data. For example major retailers invest in predictive analytics to understand, not just consumers' decisions and preferences, but also their personal habits, so as to more efficiently market to them. This unit introduces different techniques of data analysis and modelling that can be applied to traditional and non-traditional problems in a wide range of areas including stock forecasting, fund analysis, asset allocation, equity and fixed income option pricing, consumer products, as well as consumer behaviour modelling (credit, fraud, marketing). The forecasting techniques covered in this unit are useful for preparing individual business forecasts and long-range plans. The unit takes a practical approach with many up-to-date datasets used for demonstration in class and in the assignments.



## 3000-level units of study

**QBUS3310****Advanced Management Science**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** QBUS2310 **Prohibitions:** ECMT3610 or ECMT3710 **Assessment:** assignment 1 (10%), assignment 2 (10%), mid term exam (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit gives guidelines for the formulation of management science models to provide practical assistance for managerial decision making. Optimisation methods are developed, and the complexity and limitations of different types of optimisation model are discussed, so that they can be accounted for in model selection and in the interpretation of results. Linear programming methods are developed and extended to cover variations in the management context to logistics, networks, and strategic planning. Other topics may include decision analysis, stochastic modelling and game theory. The unit covers a variety of case studies incorporating the decision problems faced by managers in business.

**QBUS3320****Supply Chain Management**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** ECMT2640 or QBUS2330 or QBUS2350 or QBUS340 or QBUS3350 **Assessment:** simulation (10%), group case study (20%), EXCEL homework (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The supply chain is the network of companies or organisational components that together deliver a product or service to the final customer. The objective of supply chain management is to effectively coordinate the flows of materials, information and capital in supply chains. This unit will introduce the important concepts and tools used in Supply Chain management. The topics covered may include: Inventory management and risk pooling; supply chain dynamics; network planning; supply chain integration; and global logistics. In addition, the unit will discuss the design of contracts within the supply chain to achieve good outcomes.

**QBUS3330****Methods of Decision Analysis**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Prohibitions:** QBUS2320; ECMT2630; ENGG1850; CIVL3805 **Assessment:** assignment 1 (10%), assignment 2 (10%), mid-semester exam (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This introductory unit on decision analysis addresses the formal methods of decision making. These methods include measuring risk by subjective probabilities; growing decision trees; performing sensitivity analysis; using theoretical probability distributions; simulation of uncertain events; modelling risk attitudes; estimating the value of information; and combining quantitative and qualitative considerations. The primary goal of the unit is to demonstrate how to build models of real business situations that allow the decision maker to better understand the structure of decisions and to automate the decision process by using computer decision tools.

**QBUS3340****Operations Management**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Prohibitions:** QBUS2330 **Assessment:** individual assignment 1 (10%), individual assignment 2 (5%), group project (15%), mid-semester exam (25%), final exam (45%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit covers the fundamentals of operations management, an exciting area that has a profound effect on the productivity of both manufacturing and services. The techniques of operations management apply throughout the world to virtually all productive

enterprises (i.e. offices, hospitals, restaurants, department stores and factories) - the production of goods and services requires operations management. The efficient production of goods and services requires effective application of the concepts, tools, and techniques introduced in this unit. These include: quality management, capacity planning, location and layout strategies, supply chain management and inventory control.

**QBUS3350****Project Planning and Management**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prohibitions:** QBUS2350 **Assumed knowledge:** BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Assessment:** group project (20%), homework 1 (10%), homework 2 (10%), homework 3 (10%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Project management provides organisations with a powerful set of tools to improve their ability to plan, implement, and manage activities to accomplish specific organisational objectives. Project management is more than just a set of tools; it is a results-oriented management style that places a premium on building collaborations among a diverse cast of characteristics. This unit introduces students to the planning and management of projects by focusing on a variety of practical topics including project network, PERT, resource scheduling, learning curves, cost and time management in projects, and the use of project management support systems. It also discusses the organisational, leadership, cultural, technological challenges that project managers might face.

**QBUS3820****Machine Learning and Data Mining in Business**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** QBUS2810 or ECMT2110 or DATA2002 **Assessment:** individual assignment 1 (10%), individual assignment 2 (10%), weekly online problems (10%), basic skills assessment (5%), mid-semester exam (25%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Advances in information technology have made available rich information data sets, often generated automatically as a by-product of the main institutional activity of a firm or business unit. Data Mining deals with inferring and validating patterns, structures and relationships in data, as a tool to support decisions in the business environment. This unit offers an insight into the main statistical methodologies for the visualisation and the analysis of business and market data, providing the information requirements for specific tasks such as credit scoring, prediction and classification, market segmentation and product positioning. Emphasis is given to empirical applications using modern software tools.

**QBUS3830****Advanced Analytics**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** QBUS2810 or DATA2002 or ECMT2110 **Assessment:** project (20%), weekly online problems (10%), basic skills (5%), mid-term exam (25%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit is designed to equip students with advanced tools for estimation and testing in relevant business statistical models. In particular, the unit covers maximum likelihood, Bayesian estimation and inference, and hypothesis testing. The unit acknowledges the importance of learning computing skills as helpful for job applications and special emphasis is made throughout the unit to learn numerical methods such as Monte Carlo simulations and Bootstrapping. Special topics in advanced statistical modelling, such as nonlinear estimators and time series regression, are also covered. The materials taught are essential as preparation for honours in Quantitative Business Analysis.

**QBUS3600****Business Analytics in Practice**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including QBUS2310, QBUS2810 and QBUS2820. 2018 continuing students: completion of at least 120 credit points including QBUS2310 and QBUS2810 **Assessment:** individual assignment (30%), group project (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Business Analytics major.*

This capstone unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills developed across the Business Analytics major. The problem-based approach to learning in this unit offers vital tools and techniques for business decision makers in the big data era through the use of very large and rich data sources. The unit casts the knowledge of statistical learning in modern machine learning context and exposes business students to a range of state-of-the-art machine learning topics with the emphasis on applications involving the analysis of business data. Machine Learning is a fundamental aspect of business analytics that automates analytical modelling and decision making. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, methodologies, and programming skills to authentic problems and challenges faced in the field of business analytics.

**4000-level units of study****BUSS4000****Honours in Business**

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

**BUSS4001****Business Honours Research Methods**

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

**BUSS4312****Business Analytics Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4313 **Assessment:** homework (20%), assignment A (40%), assignment B (40%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in optimisation and stochastic processes, such as convex optimisation, duality, approximation, statistical estimation, random walks and Markov chains, and Poisson and other stochastic processes.

**BUSS4313****Business Analytics Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4312 **Assessment:** homework (15%), assignment (25%), presentation (15%), and final exam (45%) **Mode of delivery:** Block mode

This unit aims to provide advanced knowledge on linear models and methods for economic and financial time-series analysis and panel data models. The unit focuses on estimation and inference. It covers some of the basics of time series model including stationary processes, AR, MA and ARMA processes, spectral analysis, structural change, nonstationarity, VAR and VECM, state-space models and Kalman filter.

**BUSS4104****Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.



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# Unit of study descriptions - Business Information Systems

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## 1000-level units of study

### INFS1000

#### Digital Business Innovation

**Credit points:** 6 **Session:** Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr lab workshop per week **Prohibitions:** ISYS1003 or INFO1000 **Assumed knowledge:** INFO1000; INFO1003; INFO1903 **Assessment:** group work (10%), group project (25%), mid-semester test (25%), and final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

The Digital Economy, with its focus on information as a key business resource, has changed the way Business Information Systems (BIS) are viewed in organisations. BIS are now seen as enablers of innovation in which people, supported by powerful technology, are considered to be the most important component. This is because problem-solving, innovation and critical thinking skills cannot be outsourced or easily acquired by competitors. This unit is designed to develop your understanding of how businesses operate. It shows how information systems support business operations and management through integration of people, business processes and systems. You will be provided with an introduction to state-of-the-art business analysis techniques, frameworks and models to assist in understanding the nature and contribution of BIS in a range of business contexts. With its emphasis on business rather than IT, this unit does not require prior IT-related experience. In this unit you will learn about the increasingly important role of IT in business and acquire valuable business analysis and problem-solving skills.

### INFS1020

#### Digital Work Environments

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5 hour lecture and 1 x 1.5 hour workshop **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** mid-semester test (20%), individual assignment (15%), group report (25%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Digital technologies, such as social media, mobile devices, and data analytics, have changed the way we collect and present ideas, communicate, and work together. In this unit students are introduced to various digital work environments and their implications for how work is done. Students learn about how employers recruit graduates online, what it is like to join and work in a modern, digital workplace, and the tensions that arise when traditional, structured workplaces are transformed through digital, flexible, and networked ways of working. Students engage in hands-on activities to acquire skills for how to present themselves effectively and professionally online (personal branding), how to communicate in digital channels in an organisational context (professional communication), how to effectively search for and work with digital information (data literacy), and how to digitally coordinate work in teams.

## 2000-level units of study

### INFS2010

#### People, Information and Knowledge

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 3hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** Group project (25%), Group presentations (5%), mid-term exam (20%), and Final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

To compete effectively in today's knowledge economy businesses are required to systematically manage their information and knowledge resources. In this unit you will develop an understanding of the main issues businesses face when they develop and implement knowledge management initiatives. You will be introduced to the tools and systems that enable businesses to acquire, store, distribute, analyse, and leverage information and knowledge resources. By focusing on the theoretical and practical principles that link people, information, and organisations, this unit will help you understand the processes of generating, communicating, and using knowledge in businesses, and the way these can be integrated with business strategy and information technology. Assumed knowledge for this unit is INFS1000 or equivalent.

### INFS2020

#### Business Process Modelling and Improvement

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 3 hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assignment (25%), group project (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides you with an in depth understanding of the role of business process management (BPM) and process architectures in a business environment. You will gain essential skills of the entire BPM lifecycle, from process identification to process monitoring, including process modelling, analysis, redesign and automation required to achieve high performing business processes in a service oriented business environment. In this unit, you will attain considerable hands-on skills with BPM tools, by documenting, analysing, and simulating current and improved processes. Assumed knowledge for this unit is INFS1000 or equivalent.

### INFS2030

#### Digital Business Management

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 3hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual project proposal (10%), group project report (35%), group project presentation (5%), mid-term exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day





This unit will provide you with a detailed overview of the concepts and models used in doing business digitally via the Internet. These concepts and models will enable you to evaluate, synthesise and implement Internet-enabled business models. The unit will provide the critical link between the firm's performance and modern Internet technologies, such as e-Commerce platforms, Social Media and Social Networking. Emphasis will be put on the utilisation of Internet technologies to enable new forms of digital business, rather than on the technologies themselves. Assumed knowledge for this unit is INFS1000 or equivalent.

### **INFS2040**

#### **Project Management Foundations**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 3hr seminar per week **Prohibitions:** INFO3402 or ENGG1850 **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** group assignment (30%), mid-term exam (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Projects are a common way of managing organisational transformation and change, the development of new products and the implementation of Information Technology (IT) in business. Information Systems (IS) business analysts will work in projects and need an understanding of both project management and the project environment. This unit will introduce you to the end-to-end project management lifecycle as described in the Project Management Body of Knowledge (PMBOK). You will learn how to successfully manage projects from initiation through execution to completion. The focus of this unit will be on the management, execution, and coordination of project activities. To this end you will learn hands-on project management techniques and gain first hand experience with a modern online project management platform, including an introduction to agile project management methodologies.

### **INFS2050**

#### **Data Governance and Technology Assurance**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr seminar per week **Prohibitions:** INFS3010, INFS3030 **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assignment (20%), group project (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Data governance is a major imperative for organisations in effectively managing, using, protecting and leveraging their critical data assets. This unit introduces students to key concepts, processes, technologies and stakeholders related to the design and implementation of a data governance program. The unit takes an interdisciplinary and multi-level approach that examines standards, frameworks and methodologies for managing data quality, protecting critical and sensitive information, supporting business analytics and meeting compliance obligations. In examining different stages of the data lifecycle, students also learn about legal, professional and ethical responsibilities, policy implications, required skill sets and accountabilities.

## **3000-level units of study**

### **INFS3040**

#### **Enterprise Systems and Integrated Business**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 3hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assignment (25%), group project (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides you with an in depth understanding of the way in which implementation and use of large scale integrated Enterprise Systems change the nature of organisational capabilities, processes, and roles. You will understand the strategic role of Enterprise Systems in providing a platform for improved business operations and designing information infrastructures. You will gain considerable hands on experience with an enterprise wide system, such as SAP, concentrating on the way in which such systems support integrated business processes. Through a combination of discussion and practical work, you will gain strong knowledge in both the organisational and technical aspects of Enterprise Systems You will also explore the emergence and implications of cloud-based Enterprise Systems and the implementation process. Assumed knowledge for this unit is INFS1000 or equivalent.

### **INFS3050**

#### **Business Intelligence for Managers**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 3hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** tutorial work (10%), mid-session exam (30%), practical assignment (30%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

To gain or maintain their competitive edge, more than ever before, organisations need to rely on high-quality information to support decision making processes at all organizational levels. Business Intelligence (BI) is now being recognized as one of the top business priorities world-wide. While in the past, the term BI was used to describe a very broad range of software applications, the latest thinking in this field emphasises IS support for human intelligence, in the context of business decision making. In this unit students learn how BI helps information discovery and how to analyse multidimensional data. Students gain hands-on experience in using a commercial BI platform. These practical skills, combined with in-depth analytical skills enable students to assist any organization (regardless of its size and industry domain) to derive more intelligence from its data, improve its performance and ultimately, compete on analytics. Issues are explored from the business rather than the technology perspective. This unit does not require prior programming experience.

### **INFS3070**

#### **Applied Business Analysis**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 3 hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** project brief (15%), business requirements document (25%), solution prototype (25%), individual assignment (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) evening

This unit introduces students to the accepted practices in the field of business analysis. The unit focuses on the role, knowledge, technical and soft skills required by a business analyst to successfully engage in requirements management, develop business cases, and recommend effective solutions to contemporary problems. This unit uses real case scenarios through experiential learning.

### **INFS3080**

#### **Business Information Systems Project**

**Credit points:** 6 **Session:** Semester 2 **Classes:** Weekly meetings with supervisor **Prerequisites:** 48 credit points of units **Assessment:** project reports (100%) **Mode of delivery:** Supervision

*Note: Students must seek permission from the Discipline of Business Information Systems to enrol in this unit.*

Students complete a project in Business Information Systems.

### INFS3110

#### Accounting Information Systems

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3 hour workshop per week **Prohibitions:** INFS2001 **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** individual assessment (20%), group workshop assessment (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit demonstrates how accounting information systems (AIS) can improve business performance relating to the conduct of accounting based transactions. It provides students with the skills necessary to identify and assess opportunities for business improvement, by looking at both conceptual and physical AIS and to understand the varied ways in which the business must assess risks, controls, costs and benefits in relation to the implementation of an AIS. From an end-to-end systems perspective students gain knowledge of approaches and methodologies related to the design, implementation and operation of an AIS. Through graphic representations visual thinking can be applied to analyse, assess and improve the conceptual AIS with a view to its physical implementation. Students learn the importance of an integrated approach to managing business cycles including expenditure, conversion and revenue where multiple competing requirements often need to be balanced. Students develop expertise in business analysis, a foundation skill for accountants, auditors, project managers and business analysts.

### INFS3600

#### Business Information Systems in Practice

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3 hr workshop per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including (INFS1000 or INFO1000 or INFO1003 or INFO1903) and INFS1020. 2018 continuing students: completion of at least 120 credit points including (INFS1000 or INFO1000 or INFO1003 or INFO1903), INFS2001 and INFS2020 **Assessment:** individual assignment (30%), group assignment (30%), final exam 40% **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Business Information Systems major.*

This capstone unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills developed across the Business Information Systems major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary business problems. Much of this unit is dedicated to a problem-solving, experiential approach to learning. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of information systems.

## 4000-level units of study

### BUSS4000

#### Honours in Business

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

### BUSS4001

#### Business Honours Research Methods

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

### BUSS4212

#### Business Information Systems Honours A

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4213 **Assessment:** minor essay (40%), major essay (60%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Business Information Systems such as enterprise systems and organisational change, business benefit realisation from IT investment, information system evaluation, IT benefits management, and enterprise system implementation research from theoretical and case study perspectives.

### BUSS4213

#### Business Information Systems Honours B

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4212 **Assessment:** minor essay (40%), major essay (60%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated topics in Business Information Systems relevant to the development of the honours thesis. These include the application of appropriate research methods with a view to assisting students to conduct their proposed research.

**BUSS4104**

**Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

# Unit of study descriptions - Business Law

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### CLAW1001

#### Foundations of Business Law

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** Two hours of lectures and a one hour tutorial per week **Prohibitions:** CLAW2214 **Assessment:** tutorial assessment (10%), mid-semester exam (15%), assignment (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The entire fabric of commerce is woven from a complex legal regime, judicial and statutory, which regulates all commercial activity. Every decision in business, and every transaction and relationship is made in the context of this legal regime. The aim of Foundations of Business Law is to introduce the students to the legal framework and regulatory systems which underlie all business activity and to expose them to the legal implications of commercial conduct. This unit of study introduces the Australian legal system and key areas of substantive business law including contracts, torts (in particular negligence and privacy), property and securities, white collar crime, intellectual property, competition and consumer law (in particular advertising, product liability and unfair contracts), business structures and operations, misleading and unconscionable conduct and dispute resolution.

### CLAW1003

#### Company Law

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr seminar per week **Prerequisites:** CLAW1001 **Prohibitions:** CLAW2214; CLAW2201 **Assessment:** mid-semester exam (20%), assignment (20%), class participation (10%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Companies exist in all parts of business and society. All who wish to participate effectively in a business environment need to understand the general nature and operation of companies. This unit focuses on key company law issues relevant to business. Students learn about the process and effects of incorporation; the roles, rights and responsibilities of directors and members; and the ways in which the activities of companies are regulated. Each of these topics is addressed in an interactive setting, with case studies relating to current business developments forming an integral part of the learning activities in this unit.

## 2000-level units of study

### CLAW2202

#### Business Failure and Restructuring

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW2201 or CLAW1003 or CLAW2214 **Assessment:** class participation (15%), class test (25%), presentation (25%), presentation questions (15%), final exam (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Financial difficulty is an ever present reality for individuals and businesses. This unit addresses corporate insolvency and the bankruptcy of individuals and their consequences, and legal and commercial strategies for financial rehabilitation. The focus of the unit is corporate insolvency and the forms of external administration (receivership, voluntary administration, deeds of company arrangement, schemes of arrangements and winding up) designed to either rescue the corporation or, if this is not possible, to provide a

fair and orderly process for dealing with its property. Particular emphasis is given to rescue and reconstruction under voluntary administration. Director's duties in the insolvency context, and corporate group and cross-border insolvency, are also discussed.

### CLAW2203

#### Regulation of Securities Markets

**Credit points:** 6 **Session:** Semester 1 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW2201 or CLAW1003 or CLAW2214 **Assessment:** class participation (10%), presentation (5%), group paper (10%), research paper (35%), mid-semester exam (20%), final exam (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

As securities markets become increasingly sophisticated, understanding the manner in which they are regulated is essential. This unit examines the regulation of securities markets and the legal and industry controls governing their operation. Detailed consideration is given to the Australian Securities and Investments Commission's powers and responsibilities, including the areas of: financial service providers, short selling, insider trading and other market misconduct, market integrity, corporate governance, disclosure and proposals to reform the regulatory environment. The roles of other institutions such as the Australian Securities Exchange and the status and enforcement of its listing rules are explored. Current issues in the international regulation of securities markets are also addressed.

### CLAW2205

#### Competition and Consumer Law

**Credit points:** 6 **Session:** Semester 1 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW1001 or CLAW2214 **Assessment:** individual research assignment (30%), team research assignment (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Competition and consumer law impacts on everyone and on every business. This unit examines provisions in the Competition and Consumer Act 2010 (Cwth) that regulate a range of business activities, including, dealings between businesses and with consumers, pricing, advertising and unfair practices. The focus will be on current enforcement priorities of the Australian Competition and Consumer Commission and topics covered will include: cartel conduct, misuse of market power, vertical restraints on competition, anti-competitive acquisitions and key aspects of Australian consumer law including: product safety, consumer guarantees, unfair contract terms, unconscionable conduct and misleading or deceptive conduct. Students will analyse legal and business issues involving competition and consumer law arising from given fact situations and real-world contexts to increase awareness of legal risk situations in business and understanding of how these risks may be managed.

### CLAW2208

#### Business Regulation, Risk and Compliance

**Credit points:** 6 **Session:** Semester 1 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study **Assessment:** engagement and participation (10%), research assignment (40%), presentation (25%), in-class test (10%), in-class test (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Over recent years there has been a dramatic rise in the volume and reach of regulation in response to a variety of social, environmental and economic issues. Much of this regulation impacts on business, and its management who are, increasingly, personally liable. This unit has been designed to provide students with a comprehensive overview of the overall regulatory infrastructure which impacts on all faculty



disciplines. Business Regulation, Risk and Compliance addresses self-regulation as an alternative to regulation by law; the regulatory process and the scope for business to influence regulatory initiatives; the alternative regulatory instruments; the executive arm of government - the bureaucracy - and the avenues for challenging administrative decisions; the investigative and enforcement powers of the major regulatory agencies - ACCC, ATO and ASIC; personal and corporate liability for regulatory breach; indemnification; whistleblowing and whistle-blower protection; regulatory compliance with special reference to Australian Standard AS3806-2006 on Compliance Standards and the strategies which facilitate legal action including class actions and litigation funding as well as the major alternatives to litigation including arbitration and alternative dispute resolution with particular emphasis on mediation.

#### CLAW2209

##### Intellectual Property for Business

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study **Assessment:** class participation (10%), case study (15%), presentation (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Innovation is a key driver of business. This unit addresses the intellectual property regime - the statutory and common law mechanisms that recognise and protect creative effort and proprietary knowledge and reward innovation. The intellectual property rights available under the law are discussed but the focus is on the commercial implications of the IP regime. This unit covers not only the protection and enforcement of Intellectual Property Rights [IPRs] but also their commercialisation and the management. The unit outlines the key IPRs granted by the statutory IP regimes - trademarks, copyright, designs and patents - as well as the common law protection of confidential information and trade secrets. The protection of trade designations, branding and character merchandising through the statutory misleading or deceptive conduct action is also covered as is the protection of business goodwill through restraint of trade covenants. The ownership of IP, its protection internationally and its commercialisation through licensing and technology transfers are also discussed.

#### CLAW2211

##### Commercial Practice in China

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops. **Prerequisites:** 24 credit points of study **Assessment:** mid-semester exam (25%), group presentation (15%), proposal of research paper (10%), research paper (40%), class participation (10%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

China is currently the second biggest economy in the world and is Australia's most important trading partner. Australian businesses are increasingly engaging with China. This Unit of Study addresses the frequently asked questions of what underpins commercial practice in China and how to do business with China. It explores China's unique business environment, which has resulted from its culture, history and demography, and examines the business regulations, tax system, and the administrative and compliance issues businesses will face when carrying on business with China. The Unit first outlines the Chinese business environment in terms of culture, history, economics, demography, and government administration. It then provides students with an understanding of the legal environment that businesses will face in China. Through a hypothetical case study, different aspects of commercial practice in China such as contract, entity structure, mergers and acquisition, property and intellectual property rights, the tax system, different tax types and associated international issues, and social insurance are analysed.

#### CLAW2212

##### Franchising

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study **Assessment:** engagement and participation (10%), in-class test (10%), in-class test (15%),

presentation (25%), research assignment (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Franchising is an increasingly popular business model in Australia and internationally which offers an effective strategy for expanding an existing business or entering an industry. It is rapidly becoming the dominating force in the distribution of goods and services. This unit examines the nature, development and operation of franchising and its growing influence in Australia and overseas. It addresses key legal and commercial issues in establishing, structuring and managing franchise systems as well as legal and commercial issues arising in the course of the continuing business relationship. Particular emphasis is placed on franchising development in the ASEAN countries.

#### CLAW2213

##### Legal Regulation of Int'l Business

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study **Assessment:** presentation (20%), mid-semester test (40%), research paper (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The global architecture of international trade and business sets the parameters within which countries and businesses interact with each other across borders. All those involved in trade or investment activities that may result in cross border transactions should be aware of the regulatory dimensions of that global system. The system informs trade and investment policy as well as the regulation of particular business transactions. This can lead to new markets or limit certain business activities. It can result in new regulation and laws and provides avenues to resolve disputes between countries and businesses and between businesses and businesses. The international regulatory system has different dimensions. These can be described as the multilateral system; bilateral agreements and trading blocs; conventions governing transactions; international regulatory bodies and self regulatory bodies. This unit will introduce students to aspects of this international system. Students will explore institutions and instruments of the system and how they fit together. There will be opportunities for students to examine how this impacts on regulatory policy and current negotiations.

### 3000-level units of study

#### CLAW3201

##### Australian Taxation System

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** Two hours of lectures and a one hour tutorial per week **Prerequisites:** CLAW1003 or CLAW2201 or CLAW2214 **Assessment:** tutorial assessment (10%), tutorial participation (10%), mid-semester test (15%), case analysis (15%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit is an introduction to Australia's taxation law. It commences with an overview of the Australian tax system, discusses contemporary tax issues and then deals with specific topics, including: the basis of liability to Australian income tax, concepts of residence and source of income, concepts of ordinary and statutory income (including capital gains tax), tax accounting, taxation of fringe benefits, and allowable deductions. It concludes with a study of the general anti-avoidance sections. The taxation of companies, partnerships and trusts, and international taxation are studied in depth in CLAW3202 which, together with this unit, is a solid basis to prepare students for an important aspect of professional accounting practice.

#### CLAW3202

##### Tax Strategies for Business

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW3201 **Prohibitions:** CLAW3002 **Assessment:** tutorial assessments (30%), group project (30%), final examination (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit builds on CLAW3201 and deals with taxation issues in a business environment, including taxation of companies and corporate groups, taxation of partnerships and trusts, taxation of shareholders including dividend imputation tax, capital gains tax application to

shares and other interests in companies, capital allowance and treatment of intellectual property. This unit also covers taxation issues of international business and investment, including taxation of cross-border transactions of both residents and non-residents, taxation of multinational corporations, tax treaties, transfer pricing and international tax avoidance. The unit emphasises the practical applications of the tax law on businesses and investment. Together with CLAW3201, this unit is a solid basis to prepare students for an important aspect of professional accounting practice.

### CLAW3206

#### Regulation of Mergers and Acquisitions

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW1003 or CLAW2201 or CLAW2214 **Assessment:** Case note presentation (10%), executive report (20%), group presentation (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Mergers, acquisitions and takeovers are increasingly important strategies for Australian companies which raise significant legal issues. This unit aims to give students a sound understanding of the legal issues involved in mergers and acquisitions from both corporations law and competition law perspectives and their impact on commercial strategies. Competition issues under the Competition and Consumer Act 2010 (Cth) as well as corporate governance issues under the Corporations Act 2001 (Cth) are explored. Bid planning (including tactics involved in initiating a takeover bid and defensive strategies and tactics), directors duties, prohibited market conduct and the role of ASIC and the Takeovers Panel are also covered. This unit also considers mergers using schemes of arrangement.

### CLAW3207

#### Legal Regulation of Employment

**Credit points:** 6 **Session:** Semester 1 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study; including CLAW1001 or CLAW2214 **Assessment:** participation and engagement (10%), discussion forum (10%), research paper (30%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The regulation of employment affects every business enterprise. Compliance with the laws impacting on employment is a vital component of business management. The aim of this unit is to introduce students to the legal and regulatory frameworks that underlie all employment practices (employee management, treatment and performance, as well as hiring and dismissals). The unit is designed to develop students' awareness of regulatory compliance issues that arise from employment practices and is taught in the context of the challenges faced by modern businesses in managing employees. The unit focuses on key areas of substantive employment regulation including Anti-Discrimination Law, termination of employment, freedom of association, and employment privacy. Discussion topics include: indirect discrimination, workplace harassment (including sexual harassment), bullying, and unfair dismissal; as well as various sports and entertainment case-studies. International employment law standards, public sector employment, and employment ethics, are also addressed.

#### Textbooks

A. Stewart et al, Creighton and Stewart's Labour Law, 6th Ed, The Federation Press, 2016.

### CLAW3208

#### Corporate Crime and Business

**Credit points:** 6 **Session:** Semester 1 **Classes:** Three hours of classes per week which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** CLAW1003 or CLAW2201 or CLAW2214 **Assessment:** assignment (25%), presentation (15%), participation and engagement (10%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Corporate crime is a global problem and has a significant effect on companies and participants in business. It can result in direct financial losses; the imposition of regulation, scrutiny and compliance obligations; as well as indirect industry and reputational damage.

Accordingly, all managers benefit from an understanding of corporate crime and its impacts. Corporate crimes are: crimes committed against companies (often by their own employees or managers); crimes committed by companies against others (including members of the public, the environment, creditors, investors and competing companies); and "white collar" crimes undertaken within companies by senior executives and managers for their own benefit. All three forms of corporate crime will be studied in this unit. Students will also explore the manner in which companies can be criminally liable, as well as regulatory approaches to the prevention, detection and prosecution of corporate crime. Particular corporate crimes such as insider trading will be considered in detail, and case studies of high profile examples of corporate crime will be a significant focus in this unit.

### CLAW3209

#### The Environment, Law and Business

**Credit points:** 6 **Session:** Semester 1 **Classes:** interactive 3-hour seminars involving lectures, student presentations and critiques, and class discussions. **Assessment:** class discussion leading on seminal reading (10%); in-class test (20%); research project proposal presentation (10%); critique (10%); individual research project (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The relationship between the natural environment and business practice is deep and complex, and a multiplicity of regulatory initiatives have been employed in an attempt to manage and influence their interaction. This unit of study aims to demystify environmental regulation as far as it is relevant to the running of a business. It begins with an analysis of the contemporary institutional framework surrounding the interaction between business and the environment with particular reference to the historical conditions which have given rise to it, before introducing major stakeholders in the development of environmental and business regulation (including nation states, international organisations and other non-state actors) and their respective roles. The unit then discusses international environmental regulation and situates Australian regulation within it in order to explain its impact on Australian businesses. The effectiveness of different regulatory styles in this area is assessed together with the argument that business can and should take ownership of problematic elements of their interactions with the natural environment. Different strategies developed to manage a business's relationship with the environment and issues surrounding liability for environmental damage are also considered.

### CLAW3210

#### Banking and Financial Law

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 3hr seminar per week **Prerequisites:** completion of at least 48 credit points **Prohibitions:** CLAW2204 **Assessment:** mid-semester exam (25%), case study / research (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Banks and financial institutions are central to the stability, efficiency and wealth of modern economies and businesses. This unit focuses on the impact of national and international financial regulation on banking contracts, bank secrecy, money laundering and fraud. Students become familiar with legal risks in commercial and investment banking, by examining the complex relationships and legal duties of the various parties engaged in modern finance. Topics covered include electronic banking, international trade finance and securitisation. The unit assists students to understand how the law is applied in practice through the use of case studies. Special emphasis is placed on how banking disputes may be resolved.

### CLAW3600

#### Business Law in Practice

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr seminar per week **Prerequisites:** completion of at least 120 credit points including 3 x CLAW 2000 level units and 1 x CLAW 3000 level unit **Assessment:** individual assignment (30%), group assignment (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Business Law major.*

This unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills developed across the study of business law. It provides students with practical experience in applying business law to solve contemporary business issues. This includes being able to recognise how a knowledge of business law can facilitate the identification and development of new commercial opportunities. Much of this unit is dedicated to a problem-based experiential approach to learning. Students ensure their career-readiness by demonstrating their ability to apply business law concepts and legal method to authentic problems.

## 4000-level units of study

### **BUSS4000** **Honours in Business**

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

### **BUSS4001** **Business Honours Research Methods**

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

### **BUSS4712** **Business Law Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4713 **Assessment:** essay (30%), final exam (70%) **Mode of delivery:** Block mode

This is a compulsory Honours coursework unit offered to Business Law Honours students. The aim of the unit is to give students an understanding of jurisprudence and regulatory theory relating to business, in preparation for writing their dissertations.

### **BUSS4713** **Business Law Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4712 **Assessment:** essay (50%), participation (10%), and final exam (40%) **Mode of delivery:** Block mode

This is a compulsory Honours coursework unit offered to Business Law Honours students. The aim of the unit is to teach students legal research skills and research management skills in preparation for writing their dissertations.

### **BUSS4104** **Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

# Table A - Finance

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

| <b>Unit of study</b>   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>  | <b>Session</b>  |
|--|----------------------|--|---|
| <b>Honours in Finance</b>  |                      |  |   |
| Achievement of Honours in Finance requires 48 of credit points from this table comprising:<br>(i) 48 credit points of 4000-level unit  |                      |  |   |
| <b>Finance major</b>   |                      |  |   |
| Achievement of a major in Finance requires 48 credit points from this table including:<br>(i) 12 credit points of 1000-level core units<br>(ii) 12 credit points of 2000-level core units<br>(iii) 12 credit points of 3000-level core units<br>(iv) 12 credit points of 3000-level selective units. |                      |  |   |
| <b>Units of study</b>  |                      |  |   |
| The relevant units of study are listed below.  |                      |  |   |
| <b>1000-level units of study</b>   |                      |  |   |
| <i>Core</i>  |                      |  |   |
| <b>BUSS1020</b><br>Quantitative Business Analysis  | 6                    | <b>N</b> ECMT1010 or MATH1005 or MATH1905 or MATH1015 or STAT1021 or ENVX1001 or ENVX1002 or DATA1001 or MATH1115  | Semester 1<br>Semester 2  |
| <b>BUSS1040</b><br>Economics for Business Decision Making  | 6                    | <b>N</b> ECON1001 OR ECON1040  | Semester 1<br>Semester 2  |
| <b>2000-level units of study</b>   |                      |  |   |
| <i>Core</i>  |                      |  |   |
| <b>FINC2011</b><br>Corporate Finance I   | 6                    | <b>A</b> BUSS1030<br><b>P</b> (BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or DATA1001 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points in MATH units including MATH1905) and (BUSS1040 or ECON1001 or ECON1002) | Intensive January<br>Intensive July<br>Semester 1<br>Semester 2 |
| <b>FINC2012</b><br>Corporate Finance II  | 6                    | <b>P</b> FINC2011  | Semester 1<br>Semester 2  |
| <b>3000-level units of study</b>   |                      |  |   |
| <i>Core</i>  |                      |  |   |
| <b>FINC3017</b><br>Investments and Portfolio Management  | 6                    | <b>P</b> FINC2012  | Semester 1<br>Semester 2  |
| <b>FINC3600</b><br>Finance in Practice   | 6                    | <b>P</b> completion of at least 120 credit points including FINC2011, FINC2012 and FINC3017<br><i>This unit should only be undertaken by students in their final semester of the Finance major.</i>                          | Semester 2  |
| <i>Selective</i>   |                      |  |   |
| <b>BANK3011</b><br>Bank Financial Management   | 6                    | <b>P</b> BANK2011 or ECOS2004 or FINC2011<br><b>N</b> FINC3018   | Semester 1<br>Semester 2  |
| <b>FINC3011</b><br>International Financial Management  | 6                    | <b>P</b> FINC2012  | Semester 1  |
| <b>FINC3012</b><br>Derivative Securities   | 6                    | <b>P</b> FINC2012<br><i>Knowledge of calculus, regression, probability theory and random distributions are helpful for this subject</i>  | Semester 2  |
| <b>FINC3013</b><br>Mergers and Acquisitions  | 6                    | <b>P</b> FINC2012  | Semester 2  |
| <b>FINC3014</b><br>Trading and Dealing in Security Markets   | 6                    | <b>P</b> FINC2012  | Semester 2  |
| <b>FINC3015</b><br>Financial Valuation: Case Study Approach  | 6                    | <b>P</b> FINC2012 or FINC2002<br><b>N</b> FINC3005   | Semester 1  |
| <b>FINC3019</b><br>Fixed Income Securities   | 6                    | <b>P</b> FINC2012  | Semester 2  |





Table A - Finance

| <b>Unit of study</b>                                   | <b>Credit points</b> | <b>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</b>   | <b>Session</b>           |
|--|----------------------|---|--------------------------|
| <b>FINC3020</b><br>Financial Risk Management           | 6                    | <b>A</b> FINC3017<br><b>P</b> FINC2012  | Semester 2               |
| <b>FINC3021</b><br>Finance Theory                      | 6                    | <b>A</b> HSC 3 Unit mathematics<br><b>P</b> FINC2012<br><b>N</b> FINC2013<br><i>This is a useful subject for students contemplating going on to study at honours level and/or undertake subsequent research degrees.</i>  | Semester 1               |
| <b>FINC3022</b><br>Alternative Investments             | 6                    | <b>P</b> FINC2012   | Semester 1               |
| <b>FINC3023</b><br>Behavioural Finance                 | 6                    | <b>P</b> FINC2012   | Semester 1               |
| <b>FINC3024</b><br>Personal Finance and Superannuation | 6                    | <b>P</b> FINC2011   | Semester 1               |
| <b>FINC3025</b><br>Real Estate Finance                 | 6                    |   | Semester 1               |
| <b>FINC3301</b><br>Applied Portfolio Management A      | 6                    | <b>P</b> FINC2012<br><b>C</b> FINC3015<br><i>Note: Department permission required for enrolment</i>   | Semester 1               |
| <b>FINC3302</b><br>Applied Portfolio Management B      | 6                    | <b>P</b> FINC3301<br><b>C</b> FINC3017<br><i>Note: Department permission required for enrolment</i>   | Semester 2               |
| <b>4000-level units of study</b>                       |                      |   |                          |
| <i>Core</i>  |                      |   |                          |
| <b>BUSS4000</b><br>Honours in Business                 |                      | <b>P</b> BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)).<br><b>C</b> BUSS4104<br><i>Note: Department permission required for enrolment</i> | Semester 1<br>Semester 2 |
| <b>BUSS4001</b><br>Business Honours Research Methods   | 12                   | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area   | Semester 1               |
| <b>BUSS4412</b><br>Finance Honours A                   | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4413  | Semester 1               |
| <b>BUSS4413</b><br>Finance Honours B                   | 6                    | <b>P</b> Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area<br><b>C</b> BUSS4001; BUSS4412  | Semester 1               |
| <b>BUSS4104</b><br>Business Honours Thesis             | 24                   | <b>P</b> BUSS4001 + 2 x Honours coursework units in the specialisation area<br><b>C</b> BUSS4000  | Semester 2               |

# Units of study descriptions - Industrial Relations and Human Resource Management

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

## 1000-level unit of study

### WORK1003

#### Foundations of Work and Employment

**Credit points:** 6 **Session:** Semester 1 **Classes:** Online modules, 1x 1 hour lecture and 1x 1 hour tutorial hour per week **Assessment:** in class test (15%), essay (30%), tutorial participation (10%), tutorial leadership (15%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit draws on concepts from industrial relations and human resource management to examine the interests and strategies of workers, unions, managers, employers and the state. It explores the relationships between these parties as they seek to manage their environments and workplaces and to exercise control over each other. The unit enables students to understand how and why the organisation, regulation and management of work are changing in Australia and globally. As well as providing an introduction to all aspects of the study of the employment relationship, this is the foundation unit for a major in industrial relations and human resource management.

### WORK1004

#### Foundations of Management

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2201 **Assessment:** practice quiz (5%), main quiz (15%), group presentation and facilitation (15%), individual analysis and reflection (15%), tutorial participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This is a foundational unit in the Management and IRandHRM subject areas. An introductory overview of management methods and approaches is provided which forms the basis of study for an advanced specialisation in management. The unit examines management as a process of planning, organising, leading and controlling the efforts of organisational members and discusses how recent trends such as globalisation, economic change and the effects of new technology have led to profound changes in how organisations are managed. The unit explores these issues with respect to both large and small, public and private, and domestic and foreign organisations.

## 2000-level units of study

### WORK2203

#### IR Policy and Processes

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2 hour lecture and 1x 1hr tutorial hour per week **Prerequisites:** 24 credit points of Junior units of study including (WORK1003 or WORK1002) **Assessment:** class participation (10%), tutorial presentation/facilitation (10%), essay/report (40%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The aim of this unit of study is to provide an understanding of the institutions and processes engaged in the regulation of work and labour markets. At times of intense change and debate such as today, it becomes all the more important to develop understandings of industrial relations policy which are intellectually rigorous; that is, which are evidence-based, theoretically-explicit and historically-informed. This unit is framed by these considerations. Particular topics may include: the development of policy; the nature of regulation; state and federal government policies; arguments for change; the influence of lobby groups; employer and union strategy; work-family debates and policies; the working of tribunals and courts; dispute settling procedures; the development of wage determination; the outcomes and implications of policy change.

### WORK2205

#### HR Strategies and Processes

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2 hour lecture and 1x 1hour tutorial per week **Prerequisites:** 24 credit points of Junior units of study including (WORK1003 or WORK1002) **Assessment:** multiple choice exam (10%), tutorial activities (20%), research essay (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Building on the foundational coverage of Human Resource Management (HRM) issues and concepts provided in WORK1003, this unit provides a more focused understanding of key HRM concepts, processes, strategies and practices. The unit covers the way HR concepts, such as the employee psychological contract, might shape HR strategies and practices and highlights the interplay between the strategic approaches to HR and the practices of HR including talent attraction and selection; talent retention and development; managing performance and rewards; diversity and inclusion strategies, workplace health and well being to name a few. It concludes with an investigation of how the HRM system can be effectively evaluated to capture the long term sustainability of the HR processes and strategies adopted.

## 3000-level units of study

### IBUS3104

#### Ethical International Business Decisions

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 3 hour seminar per week **Prerequisites:** 48 credit points of units **Assessment:** Group project (30%), final exam (30%), workshops (20%), and reflective journals (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

In order to succeed in international business, both corporations and individuals need broad decision-making abilities. Business decision-making tools yield more coherent and justifiable results when used with an understanding of the ethical, social and environmental aspects of the process. This applies to various situations in the international business setting including business relations with government, customers, employees, and



NGOs. This unit is designed to look at these non-financial elements in the decisions made within the international business context. Following the completion of this unit, students will have enhanced skills and knowledge relevant to the understanding of ethical issues and ethical decisions making in international business organizations.

### INFS3050

#### Business Intelligence for Managers

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 3hr seminar per week **Assumed knowledge:** INFS1000 or INFO1000 or INFO1003 or INFO1903 **Assessment:** tutorial work (10%), mid-session exam (30%), practical assignment (30%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

To gain or maintain their competitive edge, more than ever before, organisations need to rely on high-quality information to support decision making processes at all organizational levels. Business Intelligence (BI) is now being recognized as one of the top business priorities world-wide. While in the past, the term BI was used to describe a very broad range of software applications, the latest thinking in this field emphasises IS support for human intelligence, in the context of business decision making. In this unit students learn how BI helps information discovery and how to analyse multidimensional data. Students gain hands-on experience in using a commercial BI platform. These practical skills, combined with in-depth analytical skills enable students to assist any organization (regardless of its size and industry domain) to derive more intelligence from its data, improve its performance and ultimately, compete on analytics. Issues are explored from the business rather than the technology perspective. This unit does not require prior programming experience.

### WORK3201

#### International Human Resource Management

**Credit points:** 6 **Session:** Intensive June, Semester 1 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2217 **Assessment:** quizzes (30%), written assignment (30%), team strategy exercises (20%), final exam (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit considers the opportunities and challenges associated with managing employees in international and cross-cultural contexts, with specific emphasis on international recruitment, selection, preparation, placement, management development, performance management, reward and remuneration in the international, multi-national and trans-national corporation. Within the context of global labour markets, the unit considers the implications of internationalisation and globalisation for human resource management (HRM), the difference between domestic and international HRM, and the challenges of cross-cultural management. This unit provides students with a theoretical understanding of IHRM and cross-cultural management, as well as a practical understanding of the issues and challenges associated with managing employees in international, global and cross-cultural contexts.

### WORK3206

#### Regulation at Work

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2227 **Assessment:** case study (30%), tutorial presentation (20%), tutorial participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit of study examines the regulatory framework that exists around paid work in Australia. It examines the development of employee and employer rights and responsibilities through the employment contract and labour law. It focuses on both individual and collective regulation of work in Australia paying particular attention to the industrial sphere, as well as health and safety and discrimination. Both the aim and purpose of industrial regulation and the impact of this regulation on workplace relations is analysed.

### WORK3207

#### Future of Work

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2225 **Assessment:** tutorial participation (10%), tutorial facilitation (10%), written opinion piece (10%), research essay (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

How people relate to work and organisations changes with the society around it. The aims of this unit are to analyse the way contemporary work has changed through three significant themes/modules. The first theme or module analyses how social change has shaped the nature of work and identity at both collective and individual levels. The second theme examines how institutions outside work, such as the interface of work and family, and unpaid work shapes contemporary work and business. The third module analyses remote and borderless work in Australia and overseas.

### WORK3600

#### IR and HRM in Practice

**Credit points:** 6 **Session:** Semester 1b **Classes:** 1 x 2 hr lecture and 1 x 1 hr tutorial per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including WORK1003, WORK1004, WORK2203 and WORK2205. 2018 continuing students: completion of at least 120 credit points including WORK2203 and WORK2205. **Prohibitions:** WORK2215 **Assessment:** individual assignment (30%), group assignment (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the IR and HRM major.*

This capstone unit bridges the gap between theory and practice in human resource management and employment relations by integrating knowledge and consolidating key skills developed across the major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary business problems. The unit covers critical issues and builds skills in negotiation and influence, managing in a diverse environment, implementing practices to enhance diversity, equality and inclusion and building sustainable organisations. It contextualises this material in relation to the self, the organisation and institutions. Much of this unit is dedicated to a problem-based/experiential approach to learning. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of human resource management and employment relations.

## 4000-level units of study

### BUSS4000

#### Honours in Business

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

### **BUSS4001**

#### **Business Honours Research Methods**

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

### **BUSS4812**

#### **Work and Organisational Studies Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4813 **Assessment:** minor essay (40%), major essay (60%), individual facilitation of seminar discussion (0%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Work and Organisational Studies such as inter-organisational relations, global value chains and production networks, outsourcing and offshoring, CSR, corporate reputation, employment regulation and institutions, strategic management and HRM.

### **BUSS4813**

#### **Work and Organisational Studies Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4812 **Assessment:** individual facilitation seminar discussion (0%), individual presentation (25%), draft opinion article (0%), final opinion article (25%), reflective essay (50%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Work and Organisational Studies relating to contemporary scholarly debates about the future of work.

### **BUSS4104**

#### **Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.



# Unit of study descriptions - International Business

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### IBUS1101

#### Global Business

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2-hr lecture/week, 1 x 1-hr tutorial/week **Assumed knowledge:** English Fluency **Assessment:** group assignment (30%), mid-semester exam (20%), tutorial participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides the foundational knowledge in international business. The focus is on understanding the strategy of firms in the context of increasing globalization of markets and production. Students gain knowledge about multinational enterprises from the developed and developing economies, theories and frameworks explaining foreign direct investment and trade and country and firm level factors that impact global strategy.

### IBUS1102

#### Cross-Cultural Management

**Credit points:** 6 **Session:** Intensive February, Intensive June, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prohibitions:** IBUS2102 **Assessment:** research project (20%), mid-semester assessment (30%), in-class quizzes (10%), attendance and participation (5%), summary (5%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

Critical to effective management in international and multicultural business environments is an understanding of cultural differences and how to manage those differences. This unit provides conceptual frameworks and evidence from practice that develops an understanding of the ways in which cultures differ, how these differences can impact management, and how cultural issues can limit organisational effectiveness. Strategies for managing and harnessing cultural differences are also evaluated. The subject matter is explored from an internal perspective as well as from an external perspective, looking at issues within the company as well as issues between the multinational company and its host environment. Major topics include the significance of culture in international management; the meaning and dimensions of culture; comparative international management styles; managing communication across cultures; global business ethics; cross-cultural negotiations; cross-cultural leadership and motivation; culture and consumer behaviour; and managing cross-cultural conflict.

## 2000-level units of study

### CLAW2209

#### Intellectual Property for Business

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops **Prerequisites:** 24 credit points of study **Assessment:** class participation (10%), case study (15%), presentation (25%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Innovation is a key driver of business. This unit addresses the intellectual property regime - the statutory and common law mechanisms that recognise and protect creative effort and proprietary knowledge and reward innovation. The intellectual property rights available under the law are discussed but the focus is on the commercial implications of the IP regime. This unit covers not only

the protection and enforcement of Intellectual Property Rights [IPRs] but also their commercialisation and the management. The unit outlines the key IPRs granted by the statutory IP regimes - trademarks, copyright, designs and patents - as well as the common law protection of confidential information and trade secrets. The protection of trade designations, branding and character merchandising through the statutory misleading or deceptive conduct action is also covered as is the protection of business goodwill through restraint of trade covenants. The ownership of IP, its protection internationally and its commercialisation through licensing and technology transfers are also discussed.

### CLAW2211

#### Commercial Practice in China

**Credit points:** 6 **Session:** Semester 2 **Classes:** Three hours of classes per week, which may include one or more of the following: lectures; seminars; tutorials or workshops. **Prerequisites:** 24 credit points of study **Assessment:** mid-semester exam (25%), group presentation (15%), proposal of research paper (10%), research paper (40%), class participation (10%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

China is currently the second biggest economy in the world and is Australia's most important trading partner. Australian businesses are increasingly engaging with China. This Unit of Study addresses the frequently asked questions of what underpins commercial practice in China and how to do business with China. It explores China's unique business environment, which has resulted from its culture, history and demography, and examines the business regulations, tax system, and the administrative and compliance issues businesses will face when carrying on business with China. The Unit first outlines the Chinese business environment in terms of culture, history, economics, demography, and government administration. It then provides students with an understanding of the legal environment that businesses will face in China. Through a hypothetical case study, different aspects of commercial practice in China such as contract, entity structure, mergers and acquisition, property and intellectual property rights, the tax system, different tax types and associated international issues, and social insurance are analysed.

### IBUS2020

#### Chinese Economy and Business

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2 hour lecture, 1 x 1 hour tutorial. **Assumed knowledge:** Business and economics knowledge; English fluency. **Assessment:** research assignment (30%), mid-semester assignment (20%), participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides an overview of the economic foundations of China's global business expansion and examines the core facets of China's economic and business system, including China's market transition, the role of government, the rural and urban economy, labour markets, the financial system, the knowledge based economy, international trade and investment and questions of sustainability. The unit is designed for students interested in gaining a basic understanding of modern China business as well as a wide range of challenges in doing business in/with China in today's global environment.

### IBUS2101

#### International Business Strategy

**Credit points:** 6 **Session:** Intensive January, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1x 1hr workshop per week. **Assessment:** mid-term exam (20%), tutorial participation (10%), consulting project (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit of study aim to understand how multinational enterprises strategize and operate in global competition. Major topics include the



International Business Environment (e.g. the differences in economic, political, legal, and cultural environments); International Business Strategy (e.g. International expansion strategy, entry mode choices, cross-border strategic alliances, and mergers and acquisitions); and International Business Management (e.g. design, structure and control of international operations; and foreign subsidiary management). The emphasis of the unit is on the application of contextual knowledge about international business and strategic management theories as tailored to the Asia Pacific, to analyse and make decisions faced by companies operating in the Asia Pacific region.

### **IBUS2103**

#### **International Risk Management**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr workshop per week **Prerequisites:** IBUS1102 or IBUS2102 **Prohibitions:** IBUS3102 **Assessment:** risk analysis 1 (20%), risk analysis 2 (30%), risk management proposal (20%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit introduces students to the nature of risk management, particularly the identification and analysis of risk and the consequences for international business actors. Emphasis is placed on surveying some of the environments that can potentially generate risk for global companies, identifying how these risks can impact various aspects of market composition and market participation, and analyzing the impacts of these risks on profitability and firm viability. The business environments surveyed include the international financial system, government and regulation of business activity, compliance risk, corporate social responsibility and activism, as well as issues associated with country and political risk.

### **IBUS2104**

#### **Entrepreneurship and Innovation**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5hr lecture and 1 x 1.5hr tutorial/lab class per week **Prerequisites:** completion of at least 48 credit points **Assessment:** take home assessment (25%), individual report (20%), mid-semester exam (25%), presentation (15%), business plan (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

In order to be a successful entrepreneur, it is necessary to have knowledge of several fundamental business processes. The most effective way to master the critical skills and concepts of entrepreneurship is by developing a pitch and a business plan which simulates, as much as possible, the real world processes of starting a business. In this unit, students learn how to investigate customer needs and markets to generate an innovative idea for a start-up. Students also participate in the realistic simulation of the creation of a start-up from the best student-submitted ideas, and develop these ideas into a business model. All students join a team that remains together for the duration of the unit, creating and pitching sections of a business plan as well drafting the final version. This unit brings together skills acquired across other disciplines of study and requires active participation.

### **3000-level units of study**

#### **IBUS3101**

##### **International Business Alliances**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1 x 1hr workshop per week **Prerequisites:** IBUS1101 **Assessment:** Mid-term exam (20%), final exam (35%), Alliance presentation (10%), Alliance assignment (20%), tutorial participation (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The formation and implementation of successful global business strategies involves alliances with a range of stakeholders including international customers and suppliers, overseas agents, international franchisors and franchisees, international joint venture partners, and international merger relationships. The aim of this unit of study is to provide conceptual frameworks and evidence from practice that will develop an understanding of the motivations underlying international alliances, the alternative approaches to alliance formulation and development, and the problems involved in promoting effective alliance management. Major topics include the motivations for international

business alliances, analysis of the advantages and disadvantages of different types of alliances, factors influencing the choice of alliance arrangements, alliance structure issues, partners selection and relationship management, the reasons why alliances succeed or fail, and the management of alliance processes.

### **IBUS3104**

#### **Ethical International Business Decisions**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 3 hour seminar per week **Prerequisites:** 48 credit points of units **Assessment:** Group project (30%), final exam (30%), workshops (20%), and reflective journals (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

In order to succeed in international business, both corporations and individuals need broad decision-making abilities. Business decision-making tools yield more coherent and justifiable results when used with an understanding of the ethical, social and environmental aspects of the process. This applies to various situations in the international business setting including business relations with government, customers, employees, and NGOs. This unit is designed to look at these non-financial elements in the decisions made within the international business context. Following the completion of this unit, students will have enhanced skills and knowledge relevant to the understanding of ethical issues and ethical decisions making in international business organizations.

### **IBUS3106**

#### **International Business Special Project**

**Credit points:** 6 **Session:** Intensive December, Intensive February, Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** 2 x 3 hr seminars day pre-departure seminar (Sydney), 30 hrs lectures in country action-research, 1x 3hr seminar post trip (Sydney) **Prerequisites:** (IBUS2102 or IBUS1102) and IBUS2101 with a credit average **Assessment:** participation and engagement (10%), practice pitch (15%), final pitch (25%), final report (25%), reflective piece (25%) **Mode of delivery:** Supervision

*Note: Department permission required for enrolment. Note: Students must have received permission to enrol from the Chair of the Discipline of International Business.*

The special project in International Business provides students with an opportunity to undertake a supervised research project on an approved topic.

### **IBUS3107**

#### **Business Negotiations**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** 48 credit points of units **Assessment:** In-class exercises (50%), written assignment (10%), exam (25%), writing a ten page negotiator's handbook (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit will require student's participation in a number of negotiations. Preparation for these negotiations, which are a large part of your grade, will require time-pressured reading of material in class.*

The purpose of this unit is to build students' understanding of the theory of negotiation as it is practised in a variety of strategic settings. The aim is to build students' confidence with the negotiation process. The unit is relevant to the broad spectrum of negotiation problems that are faced by managers and specific examples from international strategy such as MandA and joint ventures are used. The unit provides participants with an opportunity to develop skills experientially and to understand negotiation in useful analytic frameworks. Considerable emphasis is placed on role-playing exercises and case studies. This unit requires participation in a number of negotiations. Preparation for these negotiations, which are a large part of the final grade, requires time-pressured reading of material in class.

### **IBUS3108**

#### **Social Entrepreneurship**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr workshop per week **Prerequisites:** 48 credit points of units **Assessment:** individual report (25%), practice and final pitch (25%), final report (25%), reflective piece (15%), workshop engagement and participation (10%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit will provide you the opportunity to learn how you can apply your business knowledge and skills to address complex social and environmental problems. Social entrepreneurs are committed to furthering a social mission, and rank social, environmental or cultural impact on a par with, or even above, profit. At the intersection of business and not-for-profit organisations, these social entrepreneurs are now visible and having an impact on a global scale. This unit is structured around engaged inquiry-based learning, proving you the opportunity to learn from theory and practice. Topics will include critically reviewing concepts, challenges of growing a social enterprise, frameworks for understanding, sourcing funds from a variety of stakeholders, understanding and reporting social impact, as well as collaboration and leadership.

### IBUS3109

#### Strategy and Emerging Markets

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2h lecture (13 wks) + 1x 1hr tutorial (12 wks) **Prerequisites:** IBUS2101 **Assessment:** group project (25%), in-class activity (10%), mid-term exam (15%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Emerging economies are rapidly changing the global business landscape as they present tremendous growth opportunities for the developed world. At the same time, their rise as a new competitive force has strategic implications for global managers. This unit focuses on four of the most prominent emerging economies, namely Brazil, Russia, India and China (BRIC nations), to develop strategic tools to win in the new global competitive environment. Drawing on current insights from International Business Strategy, a two pronged approach is used to analyse competition in emerging economies: multinational enterprises from developed economies attempting to leverage emerging economies and enterprises from BRIC nations as they transform into multinationals to compete globally.

### IBUS3600

#### International Business in Practice

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including IBUS1101, IBUS1102, IBUS2101 and IBUS2103. 2018 continuing students: completion of at least 120 credit points including IBUS2101 and (IBUS2102 or IBUS1102) **Assessment:** individual assignment (30%); group assignment (30%); final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the International Business major.*

This unit bridges the gap between theory and practice in international business. The unit covers critical issues and builds skills in the management of business across cultural and national borders. Much of the unit is dedicated to a problem-based/experiential approach to learning, using case studies, simulations, and class activities to deepen and solidify learning.

### WORK3201

#### International Human Resource Management

**Credit points:** 6 **Session:** Intensive June, Semester 1 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2217 **Assessment:** quizzes (30%), written assignment (30%), team strategy exercises (20%), final exam (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit considers the opportunities and challenges associated with managing employees in international and cross-cultural contexts, with specific emphasis on international recruitment, selection, preparation, placement, management development, performance management, reward and remuneration in the international, multi-national and trans-national corporation. Within the context of global labour markets, the unit considers the implications of internationalisation and globalisation for human resource management (HRM), the difference between domestic and international HRM, and the challenges of cross-cultural management. This unit provides students with a theoretical understanding of IHRM and cross-cultural management, as well as a practical understanding of the issues and challenges associated with managing employees in international, global and cross-cultural contexts.

## 4000-level units of study

### BUSS4000

#### Honours in Business

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

### BUSS4001

#### Business Honours Research Methods

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

### BUSS4104

#### Business Honours Thesis

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

### BUSS4512

#### International Business Honours A

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4513 **Assessment:** individual assignment A (50%), individual assignment B (50%) **Mode of delivery:** Block mode

This unit covers advanced topics in International Business research such as internationalisation and multinationality, international strategic alliances, international management teams, internationalisation strategies, multinationality and performance, emerging markets, and cultural values and international management.

### BUSS4513

#### International Business Honours B

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4512 **Assessment:** individual assignment A (50%), individual assignment B (50%) **Mode of delivery:** Block mode

This unit covers advanced topics in international business research relevant to the development of the honours thesis. These include how to identify research questions in international business, effective approaches to reviewing the international business literature, and the application of appropriate research methods. Research seminars by visiting professors are also a key feature of this unit.



## IBUS1101

### Global Business

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2-hr lecture/week, 1 x 1-hr tutorial/week **Assumed knowledge:** English Fluency **Assessment:** group assignment (30%), mid-semester exam (20%), tutorial participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides the foundational knowledge in international business. The focus is on understanding the strategy of firms in the context of increasing globalization of markets and production. Students gain knowledge about multinational enterprises from the developed and developing economies, theories and frameworks explaining foreign direct investment and trade and country and firm level factors that impact global strategy.

## IBUS1102

### Cross-Cultural Management

**Credit points:** 6 **Session:** Intensive February, Intensive June, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prohibitions:** IBUS2102 **Assessment:** research project (20%), mid-semester assessment (30%), in-class quizzes (10%), attendance and participation (5%), summary (5%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

Critical to effective management in international and multicultural business environments is an understanding of cultural differences and how to manage those differences. This unit provides conceptual frameworks and evidence from practice that develops an understanding of the ways in which cultures differ, how these differences can impact management, and how cultural issues can limit organisational effectiveness. Strategies for managing and harnessing cultural differences are also evaluated. The subject matter is explored from an internal perspective as well as from an external perspective, looking at issues within the company as well as issues between the multinational company and its host environment. Major topics include the significance of culture in international management; the meaning and dimensions of culture; comparative international management styles; managing communication across cultures; global business ethics; cross-cultural negotiations; cross-cultural leadership and motivation; culture and consumer behaviour; and managing cross-cultural conflict.

## IBUS2020

### Chinese Economy and Business

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2 hour lecture, 1 x 1 hour tutorial. **Assumed knowledge:** Business and economics knowledge; English fluency. **Assessment:** research assignment (30%), mid-semester assignment (20%), participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit provides an overview of the economic foundations of China's global business expansion and examines the core facets of China's economic and business system, including China's market transition, the role of government, the rural and urban economy, labour markets, the financial system, the knowledge based economy, international trade and investment and questions of sustainability. The unit is designed for students interested in gaining a basic understanding of modern China business as well as a wide range of challenges in doing business in/with China in today's global environment.

## IBUS2101

### International Business Strategy

**Credit points:** 6 **Session:** Intensive January, Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1x 1hr workshop per week. **Assessment:** mid-term exam (20%), tutorial participation (10%), consulting project (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

This unit of study aim to understand how multinational enterprises strategize and operate in global competition. Major topics include the International Business Environment (e.g. the differences in economic, political, legal, and cultural environments); International Business Strategy (e.g. International expansion strategy, entry mode choices, cross-border strategic alliances, and mergers and acquisitions); and International Business Management (e.g. design, structure and control

of international operations; and foreign subsidiary management). The emphasis of the unit is on the application of contextual knowledge about international business and strategic management theories as tailored to the Asia Pacific, to analyse and make decisions faced by companies operating in the Asia Pacific region.

## IBUS2103

### International Risk Management

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr workshop per week **Prerequisites:** IBUS1102 or IBUS2102 **Prohibitions:** IBUS3102 **Assessment:** risk analysis 1 (20%), risk analysis 2 (30%), risk management proposal (20%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit introduces students to the nature of risk management, particularly the identification and analysis of risk and the consequences for international business actors. Emphasis is placed on surveying some of the environments that can potentially generate risk for global companies, identifying how these risks can impact various aspects of market composition and market participation, and analyzing the impacts of these risks on profitability and firm viability. The business environments surveyed include the international financial system, government and regulation of business activity, compliance risk, corporate social responsibility and activism, as well as issues associated with country and political risk.

## IBUS2104

### Entrepreneurship and Innovation

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1 x 1.5hr lecture and 1 x 1.5hr tutorial/lab class per week **Prerequisites:** completion of at least 48 credit points **Assessment:** take home assessment (25%), individual report (20%), mid-semester exam (25%), presentation (15%), business plan (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

In order to be a successful entrepreneur, it is necessary to have knowledge of several fundamental business processes. The most effective way to master the critical skills and concepts of entrepreneurship is by developing a pitch and a business plan which simulates, as much as possible, the real world processes of starting a business. In this unit, students learn how to investigate customer needs and markets to generate an innovative idea for a start-up. Students also participate in the realistic simulation of the creation of a start-up from the best student-submitted ideas, and develop these ideas into a business model. All students join a team that remains together for the duration of the unit, creating and pitching sections of a business plan as well drafting the final version. This unit brings together skills acquired across other disciplines of study and requires active participation.

## IBUS3101

### International Business Alliances

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1 x 1hr workshop per week **Prerequisites:** IBUS1101 **Assessment:** Mid-term exam (20%), final exam (35%), Alliance presentation (10%), Alliance assignment (20%), tutorial participation (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The formation and implementation of successful global business strategies involves alliances with a range of stakeholders including international customers and suppliers, overseas agents, international franchisors and franchisees, international joint venture partners, and international merger relationships. The aim of this unit of study is to provide conceptual frameworks and evidence from practice that will develop an understanding of the motivations underlying international alliances, the alternative approaches to alliance formulation and development, and the problems involved in promoting effective alliance management. Major topics include the motivations for international business alliances, analysis of the advantages and disadvantages of different types of alliances, factors influencing the choice of alliance arrangements, alliance structure issues, partners selection and relationship management, the reasons why alliances succeed or fail, and the management of alliance processes.

**IBUS3104****Ethical International Business Decisions**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 3 hour seminar per week **Prerequisites:** 48 credit points of units **Assessment:** Group project (30%), final exam (30%), workshops (20%), and reflective journals (20%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

In order to succeed in international business, both corporations and individuals need broad decision-making abilities. Business decision-making tools yield more coherent and justifiable results when used with an understanding of the ethical, social and environmental aspects of the process. This applies to various situations in the international business setting including business relations with government, customers, employees, and NGOs. This unit is designed to look at these non-financial elements in the decisions made within the international business context. Following the completion of this unit, students will have enhanced skills and knowledge relevant to the understanding of ethical issues and ethical decisions making in international business organizations.

**IBUS3106****International Business Special Project**

**Credit points:** 6 **Session:** Intensive December, Intensive February, Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** 2 x 3 hr seminars day pre-departure seminar (Sydney), 30 hrs lectures in country action-research, 1x 3hr seminar post trip (Sydney) **Prerequisites:** (IBUS2102 or IBUS1102) and IBUS2101 with a credit average **Assessment:** participation and engagement (10%), practice pitch (15%), final pitch (25%), final report (25%), reflective piece (25%) **Mode of delivery:** Supervision

*Note: Department permission required for enrolment. Note: Students must have received permission to enrol from the Chair of the Discipline of International Business.*

The special project in International Business provides students with an opportunity to undertake a supervised research project on an approved topic.

**IBUS3107****Business Negotiations**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr tutorial per week **Prerequisites:** 48 credit points of units **Assessment:** In-class exercises (50%), written assignment (10%), exam (25%), writing a ten page negotiator's handbook (15%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit will require student's participation in a number of negotiations. Preparation for these negotiations, which are a large part of your grade, will require time-pressured reading of material in class.*

The purpose of this unit is to build students' understanding of the theory of negotiation as it is practised in a variety of strategic settings. The aim is to build students' confidence with the negotiation process. The unit is relevant to the broad spectrum of negotiation problems that are faced by managers and specific examples from international strategy such as MandA and joint ventures are used. The unit provides participants with an opportunity to develop skills experientially and to understand negotiation in useful analytic frameworks. Considerable emphasis is placed on role-playing exercises and case studies. This unit requires participation in a number of negotiations. Preparation for these negotiations, which are a large part of the final grade, requires time-pressured reading of material in class.

**IBUS3108****Social Entrepreneurship**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 1.5hr lecture and 1x 1.5hr workshop per week **Prerequisites:** 48 credit points of units **Assessment:** individual report (25%), practice and final pitch (25%), final report (25%), reflective piece (15%), workshop engagement and participation (10%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit will provide you the opportunity to learn how you can apply your business knowledge and skills to address complex social and environmental problems. Social entrepreneurs are committed to furthering a social mission, and rank social, environmental or cultural impact on a par with, or even above, profit. At the intersection of business and not-for-profit organisations, these social entrepreneurs are now visible and having an impact on a global scale. This unit is

structured around engaged inquiry-based learning, proving you the opportunity to learn from theory and practice. Topics will include critically reviewing concepts, challenges of growing a social enterprise, frameworks for understanding, sourcing funds from a variety of stakeholders, understanding and reporting social impact, as well as collaboration and leadership.

**IBUS3109****Strategy and Emerging Markets**

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2h lecture (13 wks) + 1x 1hr tutorial (12 wks) **Prerequisites:** IBUS2101 **Assessment:** group project (25%), in-class activity (10%), mid-term exam (15%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Emerging economies are rapidly changing the global business landscape as they present tremendous growth opportunities for the developed world. At the same time, their rise as a new competitive force has strategic implications for global managers. This unit focuses on four of the most prominent emerging economies, namely Brazil, Russia, India and China (BRIC nations), to develop strategic tools to win in the new global competitive environment. Drawing on current insights from International Business Strategy, a two pronged approach is used to analyse competition in emerging economies: multinational enterprises from developed economies attempting to leverage emerging economies and enterprises from BRIC nations as they transform into multinationals to compete globally.

**IBUS3600****International Business in Practice**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including IBUS1101, IBUS1102, IBUS2101 and IBUS2103. 2018 continuing students: completion of at least 120 credit points including IBUS2101 and (IBUS2102 or IBUS1102) **Assessment:** individual assignment (30%); group assignment (30%); final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the International Business major.*

This unit bridges the gap between theory and practice in international business. The unit covers critical issues and builds skills in the management of business across cultural and national borders. Much of the unit is dedicated to a problem-based/experiential approach to learning, using case studies, simulations, and class activities to deepen and solidify learning.



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# Unit of study descriptions - Management

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website [timetabling information](#).

## 1000-level units of study

### WORK1003

#### Foundations of Work and Employment

**Credit points:** 6 **Session:** Semester 1 **Classes:** Online modules, 1x 1 hour lecture and 1x 1 hour tutorial hour per week **Assessment:** in class test (15%), essay (30%), tutorial participation (10%), tutorial leadership (15%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit draws on concepts from industrial relations and human resource management to examine the interests and strategies of workers, unions, managers, employers and the state. It explores the relationships between these parties as they seek to manage their environments and workplaces and to exercise control over each other. The unit enables students to understand how and why the organisation, regulation and management of work are changing in Australia and globally. As well as providing an introduction to all aspects of the study of the employment relationship, this is the foundation unit for a major in industrial relations and human resource management.

### WORK1004

#### Foundations of Management

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2201 **Assessment:** practice quiz (5%), main quiz (15%), group presentation and facilitation (15%), individual analysis and reflection (15%), tutorial participation (10%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This is a foundational unit in the Management and IRandHRM subject areas. An introductory overview of management methods and approaches is provided which forms the basis of study for an advanced specialisation in management. The unit examines management as a process of planning, organising, leading and controlling the efforts of organisational members and discusses how recent trends such as globalisation, economic change and the effects of new technology have led to profound changes in how organisations are managed. The unit explores these issues with respect to both large and small, public and private, and domestic and foreign organisations.

## 2000-level units of study

### WORK2210

#### Strategic Management

**Credit points:** 6 **Session:** Semester 1 **Classes:** 2 x 1hr lectures and 1x 1hr lab time **Prerequisites:** 40 credit points worth of units of study **Assessment:** case simulation (40%), case study report (25%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit explores how strategy is formulated, implemented and evaluated. Strategic management concepts, frameworks and tools are applied to organizational case studies. Current debates in strategic management are evaluated for their relevance to strategists in a range of organizational contexts.

### WORK2218

#### Managing Organisational Behaviour

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2 hour lecture and 1x 1 hour tutorial hour per week **Prerequisites:** 24 Junior credit points **Assessment:** quiz 1 (5%), quiz 2 (15%), written assignment (part 1)(15%), written assignment (part 2)(15%), group presentation (10%), group report (10%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit aims to give students the ability to understand how organisations operate. As an introductory organisational behaviour unit, it covers key debates across a range of social science disciplines including business, management, psychology, sociology, and communication studies. Key topics explored include power, control, networks, and organisational culture.

## 3000-level units of study

### QBUS3320

#### Supply Chain Management

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** ECMT2640 or QBUS2330 or QBUS2350 or QBUS340 or QBUS3350 **Assessment:** simulation (10%), group case study (20%), EXCEL homework (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The supply chain is the network of companies or organisational components that together deliver a product or service to the final customer. The objective of supply chain management is to effectively coordinate the flows of materials, information and capital in supply chains. This unit will introduce the important concepts and tools used in Supply Chain management. The topics covered may include: Inventory management and risk pooling; supply chain dynamics; network planning; supply chain integration; and global logistics. In addition, the unit will discuss the design of contracts within the supply chain to achieve good outcomes.



### **QBUS3350**

#### **Project Planning and Management**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prohibitions:** QBUS2350 **Assumed knowledge:** BUSS1020 or DATA1001 or ECMT1010 or ENVX1001 or ENVX1002 or STAT1021 or ((MATH1005 or MATH1015) and MATH1115) or 6 credit points of MATH units which must include MATH1905. **Assessment:** group project (20%), homework 1 (10%), homework 2 (10%), homework 3 (10%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Project management provides organisations with a powerful set of tools to improve their ability to plan, implement, and manage activities to accomplish specific organisational objectives. Project management is more than just a set of tools; it is a results-oriented management style that places a premium on building collaborations among a diverse cast of characteristics. This unit introduces students to the planning and management of projects by focusing on a variety of practical topics including project network, PERT, resource scheduling, learning curves, cost and time management in projects, and the use of project management support systems. It also discusses the organisational, leadership, cultural, technological challenges that project managers might face.

### **WORK3202**

#### **Leadership**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial per week **Prohibitions:** WORK2222 **Assessment:** group assessment (30%), reflective essays (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Leadership is increasingly seen to be a key factor affecting the performance of contemporary organisations and is an important area of study in the fields of management and organisational behaviour. While leadership principles are often associated with the work of senior management, they also have potential application to all members of organisations. This unit explores conventional and alternative perspectives on leadership and also examines the practice of leadership in diverse organisational contexts. Practitioner perspectives, experiences and case studies of business leaders are also presented.

### **WORK3204**

#### **Managing Organisational Sustainability**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2 hour lecture and 1 x 1 hour tutorial hour per week **Prohibitions:** WORK2219 **Assessment:** individual reflection (15%), individual essay (25%), poster (25%), exam (25%), and tutorial attendance and participation (10%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Managing organisational sustainability is critical for effective, contemporary managers. This unit focuses on how to conceptualise and to practice sustainability in its broadest sense. Topics covered include the ethical aspects of management and organisational practice, corporate social responsibility, governance models in organisations and managing in diverse environments. Students are encouraged to enhance their understanding of the roles and responsibilities of management and the impact of organisations on stakeholders including staff, government and community.

### **WORK3205**

#### **Organisational Communication**

**Credit points:** 6 **Session:** Intensive July, Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prohibitions:** WORK2221 **Assessment:** tutorial attendance and participation (10%), communication analysis report (30%), team case analysis report (15%), team case analysis presentation (10%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day, Block mode

Communication is integral to many organisational processes; for instance, effective planning, decision-making, negotiation, conflict management, change management and leadership all rely upon effective communication by organisational actors. At the same time, organisational communication has become more complex due to increasing levels of diversity in the workplace and an increasing reliance on emergent and rapidly changing communication technologies. Drawing on communication research models, theories and case studies, this unit provides students with insight into how to manage the complexities of contemporary organisational communication. The unit focuses primarily on internal organisational communication and examines communication processes at various levels: interpersonal (dyadic), group and organisation.

### **WORK3601**

#### **Management in Practice**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2 hr lecture and 1 x 1 hour tutorial hr per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including WORK1003, WORK1004, WORK2210 and WORK2218. 2018 continuing students: completion of at least 120 credit points including WORK2201, WORK2210 and WORK2218 **Assessment:** individual assignment (30%); group assignment (30%); final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Management major.*

This capstone unit bridges the gap between theory and practice in management by integrating knowledge and consolidating key skills developed across the major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary business problems by examining the emergence, significance and challenges associated with management within contemporary organisations. The unit brings together and consolidates the theories, practices and debates covered in the Management major drawing on national and international practical examples in what is an experiential and problem-based learning approach. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of management.

## 4000-level units of study

### **BUSS4000**

#### **Honours in Business**

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

**BUSS4001****Business Honours Research Methods**

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

**BUSS4104****Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

**BUSS4812****Work and Organisational Studies Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4813 **Assessment:** minor essay (40%), major essay (60%), individual facilitation of seminar discussion (0%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Work and Organisational Studies such as inter-organisational relations, global value chains and production networks, outsourcing and offshoring, CSR, corporate reputation, employment regulation and institutions, strategic management and HRM.

**BUSS4813****Work and Organisational Studies Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4812 **Assessment:** individual facilitation seminar discussion (0%), individual presentation (25%), draft opinion article (0%), final opinion article (25%), reflective essay (50%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Work and Organisational Studies relating to contemporary scholarly debates about the future of work.



# Unit of study descriptions - Marketing

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### MKTG1001

#### Marketing Principles

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Assessment:** project (20%), presentation (15%), participation (7%), mid-semester exam (28%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit examines the relationships among marketing organisations and final consumers in terms of production-distribution channels or value chains. It focuses on consumer responses to various marketing decisions (product mixes, price levels, distribution channels, promotions, etc.) made by private and public organisations to create, develop, defend, and sometimes eliminate, product markets. Emphasis is placed on identifying new ways of satisfying the needs and wants, and creating value for consumers. While this unit is heavily based on theory, practical application of the concepts to "real world" situations is also essential. Specific topics of study include: market segmentation strategies; market planning; product decisions; new product development; branding strategies; channels of distribution; promotion and advertising; pricing strategies; and customer database management.

### MKTG1002

#### Marketing Research

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2 hour lecture and 1x 1 hour lab/tutorial per week **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%); mid-semester exam (25%); group presentation (10%); research proposal (25%); final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: For 2018 commencing students only. For continuing students in 2018, this unit cannot be taken in replacement of MKTG2113.*

Marketing research is an essential research activity which provides objective, accurate and timely information to entities (e.g. government, businesses and not-for-profit organisations) to help reduce the uncertainty and risk associated with decision-making. This unit introduces students to the preparation and planning work required when initiating a marketing research project. Conducting market research requires a thought process to formulate research questions, and propose a research strategy adhering to best practices that answer the research questions posed. Particular emphasis is given to the initial stages of the market research process involving problem identification, problem contextualisation and conceptualisation, developing a research proposal, conducting exploratory research through secondary data and administering a pilot survey as well as conducting some basic analysis.

## 2000-level units of study

### MKTG2112

#### Consumer Behaviour

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** participation and engagement (15%), mid-semester exam (20%), assignment (20%), presentation (15%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit examines the psychological, social, and cultural aspects of consumer behaviour on the marketing decisions of public and private

organisations. Concepts and principles are drawn from disciplines such as cognitive psychology, social psychology, sociology, anthropology, and demography to discover and understand various aspects of consumer behaviour. Specific topics of study include: cultural, demographic and psychographic influences; reference group influences; household decision processes and consumption behaviour; consumer perception and learning; motivation, personality and emotion; consumer attitudes; and purchase decision processes.

### MKTG2113

#### Marketing Insights

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%), mid-semester exam (20%), presentation (10%), research report (30%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: From 2019, this unit will require the completion of MKTG1001 and MKTG1002 as prerequisites*

Fundamental to marketing is a requirement to understand the environment and how to establish an on-going connection with customers in order to meet ever-changing needs and wants more effectively. Marketing insights address such dynamism and interplay in the marketplace by engaging in applied research to generate insights and conveying them in a meaningful and useful way to aid marketing decisions. This unit equips students with the practical knowledge and technical skills necessary to see through the entire research process involving project planning, collecting and analysing data, and generating insights. Particular focus is given to the use of different qualitative and quantitative research strategies for data collection, including: secondary data collection, observation and projective techniques, questionnaire design, and experimental design.

## 3000-level units of study

### MKTG3110

#### Digital Marketing

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x2-hr lecture and 1x50min tutorial per week - plus daily engagement is expected through technology. A number of the tutorials will be scheduled in the laboratories for hands-on sessions. **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%), report (20%), presentation (10%), project (25%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit explores how marketing campaigns are designed, conceptualised and executed digitally. Particular attention is given to techniques unique to digital technologies and the networked nature of social media platforms. Their applications to marketing strategy specifically to do with brand building, target audiences, public relations and communications are covered with an aim to equip students to understand the digital consumer journey.

### MKTG3112

#### Marketing Communications

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** participation and engagement (8%), group class project (25%), individual class projects (10%), presentation (15%), research participation (2%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit of study offers an introduction to and overview of current theory and practice in marketing communications. It will include aspects of advertising in the main media (television, radio, print, outdoor, cinema), sales promotion, personal selling and new media, such as the Internet. It will provide students with a sound theoretical/conceptual foundation as well as the strategic/practical





perspectives of Marketing Communications planning and implementation.

### **MKTG3114**

#### **New Products Marketing**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%), mid-semester exam (20%), presentation (10%), project (30%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

New products and services are crucial to successful growth and increased profits in many industries. The goal is to help students learn how to develop and market new products and services in both the private and public sectors. A product development assignment is carried out to reinforce the material covered and to provide realistic examples of how new products are designed, tested and launched.

### **MKTG3116**

#### **International Marketing**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** mid-semester exam (23%), participation (10%), assignment (25%), research component (2%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit introduces students to international marketing using the marketing concept. It firstly considers environmental factors and then studies how marketing strategies are affected by those environmental factors. It gives students an awareness and understanding of international marketing concepts and highlights their importance in a rapidly changing global economy. Additionally the unit develops students' skills in designing and implementing marketing strategies in diverse international contexts.

### **MKTG3118**

#### **Marketing Strategy and Planning**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%), assignment (15%), presentation (10%), project (25%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit focuses on strategic and managerial aspects of marketing. It covers the development of innovative, business models; segmentation, positioning and lifecycle strategies; key aspects of managing and organising marketing activities, and measuring performance. The central theme is how marketing strategy and its management can create superior and sustainable value for both customers and shareholders. Assessment will reflect this strategic decision-making approach, requiring students to take on the roles of marketing advisors and managers.

### **MKTG3119**

#### **Public Relations Management**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week. **Prerequisites:** MKTG1001 or MKTG2001 **Assessment:** project (20%), presentation (15%), tutorial participation (10%), online quiz (25%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Every organisation in the public and private sector makes use of public relations in some form or another. Indeed, for many organisations and marketing professionals, the marketing function is dominated by a mix of advertising, integrated marketing communications and public relations. This subject develops the theoretical and applied knowledge for students to better understand and use public relations. This subject provides a detailed inspection of communication processes necessary for the management of organizational relationships with publics by public relations practitioners. The subject addresses topics such as issues management, event management, media relations, ethics and public relations in commercial and not for profit entities to explore the foundations of contemporary public relations management.

### **MKTG3120**

#### **Building and Managing Brands**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** project (30%),

presentation (15%), tutorial participation (10%), reflective assignment (15%), final exam (30%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The most important intangible asset of any organisation is its brand or portfolio of brands. Marketers use an array of internal and external communications approaches to deliver the brand's overall value proposition and experience to its key stakeholders and target customers, and thereby build brand equity. Names, symbols, and slogans along with their underlying associations, perceived quality, brand awareness, customer base and related proprietary resources form the basis for brand equity. Most brands fail because of the lack of proper market research and analysis that enables the brand's core values to be articulated, accurate positioning strategies to be developed, and complete alignment to be achieved between internal and external brand building communications. This unit helps students understand the concept of brand equity and the management of brand assets by learning how to strategically create, position, develop and sustain brand equity.

### **MKTG3121**

#### **Advertising: Creative Principles**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** tutorial participation (10%), fortnightly work-in progress reports (15%), midterm exam (28%), group project (30%), group presentation (15%), research component (2%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Most companies use advertising to introduce themselves, their products and services to existing and potential customers. Advertising is their public face and together with integrated marketing communications and public relations is one of the three pillars of commercial communication. This subject explores the creative material that is developed and produced to contact, inform, educate and influence consumer decisions. Advertising is the point where communication theory is put into practice. Understanding the creative principles and practices used by advertising personnel enables the marketer to commission, evaluate and produce creative material to professional industry standards. This subject addresses topics such as the importance of creativity; messaging issues, determining consumer insights; the creative potential and purpose of different media; developing creative concepts; determining the advertising idea; critiquing advertising; identifying key issues; producing the final creative material and taking it to the marketplace.

### **MKTG3123**

#### **Strategic Social Marketing**

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1 x 2hr lecture and 1 x 1hr tutorial per week **Prerequisites:** MKTG1001 **Assessment:** group project (30%), presentation (20%), participation and engagement (15%), final exam (35%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

This unit highlights the scope and application of marketing skills beyond the commercial context and focus on its potential in pursuing the societal marketing concept. At the core of this unit is the understanding and use of marketing methods which are guided by ethical principles and delivers social change that is for the benefit of individuals and communities rather than being solely driven by a corporate profit motive. This unit examines marketing as a set of tools and concepts that can be applied to non-traditional contexts such as in campaigns involving social attitudes, political issues, environmental awareness, non-profit and charity promotion and health behaviour changes. This unit equips students to apply marketing in the planning, analysis, execution and evaluation of programs designed to influence and persuade target audiences to behave in ways that changes their individual/group behaviour which leads to societal structural changes that positively transform societal wellbeing.

### **MKTG3600**

#### **Marketing in Practice**

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1 x 1.5 hr lecture and 1 x 1.5 hr tutorial per week **Prerequisites:** 2018 commencing students: completion of at least 120 credit points including MKTG1001, MKTG1002, MKTG2112 and MKTG2113. 2018 continuing students: completion of at least 120 credit points including MKTG1001, MKTG2112, MKTG2113 **Assumed knowledge:** Students are assumed to understand the key principles of marketing knowledge gained

from the core units of the major and be able to apply them in various marketing contexts. **Assessment:** individual assignment (30%), group assignment (30%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: This unit should only be undertaken by students in their final semester of the Marketing major.*

This capstone unit bridges the gap between theory and practice by integrating knowledge and consolidating key skills developed across the Marketing major. It aims to provide students with practical experience in identifying, analysing, and solving contemporary marketing problems. Much of this unit is dedicated to a problem-based/experiential approach to learning. Students ensure their career-readiness by demonstrating their ability to apply concepts, theories, frameworks, methodologies, and skills to authentic problems and challenges faced in the field of marketing.

#### 4000-level units of study

##### **BUSS4000**

###### **Honours in Business**

**Session:** Semester 1, Semester 2 **Prerequisites:** BUSS4001 AND 2 x Honours coursework units in the specialisation area ((BUSS4112 and BUSS4113) or (BUSS4212 and BUSS4213) or (BUSS4312 and BUSS4313) or (BUSS4412 and BUSS4413) or (BUSS4512 and BUSS4513) or (BUSS4612 and BUSS4613) or (BUSS4712 and BUSS4713) or (BUSS4812 and BUSS4813)). **Corequisites:** BUSS4104 **Mode of delivery:** Normal (lecture/lab/tutorial) day

*Note: Department permission required for enrolment.*

This unit is administrative only and serves as a consolidation for all marks to represent a single final mark for students undertaking Honours. Marks will be calculated as follows: BUSS4001 (20%); BUSS4X12 (10%); BUSS4X13 (10%); BUSS4104 (60%).

##### **BUSS4001**

###### **Business Honours Research Methods**

**Credit points:** 12 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Assessment:** research methodology assessment (50%), research proposal development (50%) **Mode of delivery:** Block mode

This unit is an introduction to research methods used in business disciplines. The unit provides students with an understanding of the range of methods that may be used to answer research questions, their strengths and weakness and underlying philosophical assumptions. Key elements of the research process are addressed, including the purpose of the research; devising the research questions and hypotheses; selecting a research strategy; methods and procedures for data collection and analysis; and interpreting and reporting the results. Students learn important research terminology, how to write a research proposal and ethical considerations in conducting research.

##### **BUSS4104**

###### **Business Honours Thesis**

**Credit points:** 24 **Session:** Semester 2 **Prerequisites:** BUSS4001 + 2 x Honours coursework units in the specialisation area **Corequisites:** BUSS4000 **Assessment:** individual thesis (100%), oral thesis communication (0%) **Mode of delivery:** Supervision

This unit comprises the research and writing of a supervised thesis on an approved topic in business. A written Honours Thesis and presentation of the research work is undertaken.

##### **BUSS4612**

###### **Marketing Honours A**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4613 **Assessment:** minor individual assignment (30%), major individual assignment (70%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics mostly from leading journal articles in Marketing such as consumer behaviour, strategy, and international marketing. The topics revolve around products, branding, pricing, distribution channels and retailing, and promotions. The unit runs in seminar style.

##### **BUSS4613**

###### **Marketing Honours B**

**Credit points:** 6 **Session:** Semester 1 **Prerequisites:** Students must meet the entry requirements to the Honours program, including completion of a pass undergraduate degree and a major in the specialisation area **Corequisites:** BUSS4001; BUSS4612 **Assessment:** minor individual assignment (30%), major individual assignment (70%) **Mode of delivery:** Block mode

This unit covers advanced research-integrated coursework topics in Marketing such as consumer behaviour, strategy, and international marketing. The course delves into research design, data collection, and analysis.



# Table of units of study - Sydney Law School

Students should refer to the Sydney Law School website ([sydney.edu.au/law](http://sydney.edu.au/law)) for the latest information on unit of study descriptions, assessment or other requirements.

*Note:* These units of study are ONLY available to students enrolled in the combined Bachelor of Commerce and Bachelor of Laws (first three years).

## LAWS units of study (first three years)

All students enrolled in this combined Law degree must complete their Law units of study in a yearly sequence as outlined in this table.

| <i>Unit of study</i>                            | <i>Credit points</i> | <i>A: Assumed knowledge P: Prerequisites C: Corequisites N: Prohibition</i>   | <i>Session</i>            |
|---|----------------------|---|---------------------------|
| <b>Year 1</b>                                   |                      |   |                           |
| <b>LAWS1006</b><br>Foundations of Law           | 6                    | <b>N</b> LAWS1000 or LAWS5000   | Semester 1                |
| <b>LAWS1012</b><br>Torts                        | 6                    | <b>P</b> LAWS1006<br><b>N</b> LAWS1005 or LAWS1010 or LAWS3001 or LAWS5001  | Semester 2                |
| <b>LAWS1013</b><br>Legal Research I             |                      | <b>C</b> LAWS1006<br><b>N</b> LAWS1008 or LAWS1203<br><i>Semester 1 classes are for Combined Law candidates in the Faculty of Arts and Social Sciences. Semester 2 classes are for Combined Law candidates in the Business School and faculties of Architecture, Engineering and Science.</i> | Semester 1<br>Semester 2  |
| <b>Year 2</b>                                   |                      |   |                           |
| <b>LAWS1014</b><br>Civil and Criminal Procedure | 6                    | <b>P</b> LAWS1006 and LAWS1012<br><b>N</b> LAWS5003 or LAWS2006   | Semester 1                |
| <b>LAWS1015</b><br>Contracts                    | 6                    | <b>P</b> LAWS1006<br><b>N</b> LAWS1002 or LAWS2008 or LAWS5002  | Semester 1<br>Summer Main |
| <b>LAWS1016</b><br>Criminal Law                 | 6                    | <b>P</b> LAWS1006 and LAWS1014<br><b>N</b> LAWS1003 or LAWS2009 or LAWS5004   | Semester 2                |
| <b>Year 3</b>                                   |                      |   |                           |
| <b>LAWS1017</b><br>Torts and Contracts II       | 6                    | <b>P</b> (LAWS1010 or LAWS1012) and LAWS1015<br><b>N</b> LAWS5006   | Semester 2                |
| <b>LAWS1019</b><br>Legal Research II            |                      | <b>P</b> LAWS1013<br><b>N</b> LAWS1008 or LAWS1022<br><i>Semester 1 classes are for Combined Law candidates in the Faculty of Arts and Social Sciences. Semester 2 classes are for Combined Law candidates in the Business School and faculties of Architecture, Engineering and Science.</i> | Semester 1<br>Semester 2  |
| <b>LAWS1021</b><br>Public Law                   | 6                    | <b>P</b> LAWS1006<br><b>N</b> LAWS1004 or LAWS2002 or LAWS3003 or LAWS5007  | Semester 2<br>Summer Main |
| <b>LAWS1023</b><br>Public International Law     | 6                    | <b>P</b> LAWS1006<br><b>N</b> LAWS1018 or LAWS2005 or LAWS5005  | Semester 1<br>Summer Main |

Details on years four and five of the Bachelor of Laws (once the Bachelor of Commerce component is completed), please refer to the Sydney Law School handbook.





# Unit of study descriptions - Business School (Degree electives)

The University of Sydney website ([sydney.edu.au/courses](http://sydney.edu.au/courses)) contains the most up to date information on unit of study availability and other requirements. Timetabling information for the current year is available on this website timetabling information.

## 1000-level units of study

### BUSS1040

#### Economics for Business Decision Making

**Credit points:** 6 **Session:** Semester 1, Semester 2 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prohibitions:** ECON1001 OR ECON1040 **Assessment:** written assignment (15%), on-line quizzes (10%), mid-semester exam (20%), and final exam (55%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Economics underlies all business decisions, from pricing to product development, to negotiations, to understanding the general economic environment. This unit provides an introduction to economic analysis with a particular focus on concepts and applications relevant to business. This unit addresses how individual consumers and firms make decisions and how they interact in markets. It also introduces a framework for understanding and analysing the broader economic and public policy environment in which a business competes. This unit provides a rigorous platform for further study and a major in economics as well as providing valuable tools of analysis that complement a student's general business training, regardless of their area of specialisation.

## 2000-level units of study

### BUSS2100

#### Business Placement A (Internship)

**Credit points:** 6 **Session:** Intensive August, Intensive March, Semester 1, Semester 2 **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au).*

This unit is designed to consolidate students' knowledge and skills in business while conducting an industry placement. The unit is structured around three assessed tasks which are designed to allow students to demonstrate their ability to apply and synthesise business concepts in a practical business setting. During the placement, students may be involved in a variety of different industry and client-based projects, which will afford the opportunity to apply business skills and theories from prior learning. This will provide firsthand experience of how these skills and theories can support the solving of business problems in a practical business context, identifying opportunities, developing strategies and designing processes, procedures and management practices in order to enable an organisation to fully realise its competitive potential. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS2200

#### Business Placement (Self-Sourced)

**Credit points:** 6 **Session:** Intensive August, Intensive December, Intensive July, Intensive March, Semester 1, Semester 2 **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au)*

This unit is designed to further consolidate students' knowledge and skills in business while conducting an industry placement. The unit is structured around assessed tasks which are designed to allow students to demonstrate their ability to apply and synthesise business concepts in a practical business setting. During the placement students may be involved in a variety of different industry and client-based projects, which afford the opportunity to apply business skills and theories from prior learning. This provides firsthand experience of how these skills and theories support the solving of business problems in a practical business context, identifying opportunities, developing strategies and designing processes, procedures and management practices in order to enable an organisation to fully realise its competitive potential. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS2300

#### Special Topics in Business

**Credit points:** 6 **Session:** Intensive April, Intensive August, Intensive December, Intensive February, Intensive January, Intensive July, Intensive June, Intensive March, Intensive May, Intensive November, Intensive October, Intensive September, Semester 1, Semester 2 **Classes:** dependent on topic. **Assessment:** tbc - dependent on special topic unit **Mode of delivery:** Normal (lecture/lab/tutorial) day

Topics will vary from semester to semester according to staff availability and the presence of visitors.

### BUSS2310

#### Business Competition

**Credit points:** 6 **Session:** Intensive April, Intensive August, Intensive December, Intensive February, Intensive January, Intensive July, Intensive June, Intensive March, Intensive May, Intensive November, Intensive October, Intensive September, Semester 1, Semester 2 **Classes:** TBC - dependent on competition **Assessment:** TBC - dependent on competition **Mode of delivery:** Professional practice

In this unit students confront a real-world challenge facing a particular industry, sector or organisation. This problem is pre-defined based on the competition at hand. Through this unit, students are required to exercise business knowledge and critical thinking and demonstrate outstanding oral and written communication. Success in this unit reflects students' ability to thrive in intense but ambiguous work environments and identify novel solutions that reflect their overall business acumen.

### BUSS2320

#### Business Project

**Credit points:** 6 **Session:** Intensive April, Intensive August, Intensive December, Intensive February, Intensive January, Intensive July, Intensive June, Intensive March, Intensive May, Intensive November, Intensive October, Intensive September, Semester 1, Semester 2 **Classes:** TBC - dependent on project **Assessment:** TBC - dependent on project **Mode of delivery:** Professional practice

In this unit, students work with business data and relevant stakeholders to provide a business solution to a strategy challenge facing an organisation. Students are given some guidance in relation to the problem set and are expected to demonstrate initiative in appraising the stakeholder landscape, conducting independent strategy analysis, and delivering a commercially relevant and implementable solution. Success in this unit reflects students' ability to work in ambiguous environments, outstanding oral and written communication, and



practical application of business knowledge to develop real world solutions.

### BUSS2330

#### International Immersion in Business

**Credit points:** 6 **Session:** Intensive April, Intensive August, Intensive December, Intensive February, Intensive January, Intensive July, Intensive June, Intensive March, Intensive May, Intensive November, Intensive October, Intensive September, Semester 1, Semester 2 **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop **Assessment:** TBC - dependent on experience **Mode of delivery:** Professional practice

*Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au)*

In this unit, students work with business data and stakeholders in an international context. Students are expected to provide a business solution to a strategy challenge facing the organisation, which is sensitive to the organisation's national and international market context. Students are expected to demonstrate an awareness of the stakeholder landscape, independent analysis and critical thinking, and solutions that are commercially and practically relevant to the organisation. Success in this unit reflects students' ability to work across multiple international contexts and cultures, outstanding oral and written communication, and knowledge of an international business context.

### BUSS2340

#### Global Immersion

**Credit points:** 6 **Session:** Intensive March, Semester 1, Semester 2 **Classes:** Classes will vary by country and itinerary but will generally include pre-departure classes, in-country classes as well as field visits. **Prerequisites:** completion of at least 48 credit points including all junior core units **Assumed knowledge:** A sound understanding of business and strong written and oral communication skills. A flexible adaptability to international environments. **Assessment:** reflective assignment (20%), group presentation (20%), project (60%) **Mode of delivery:** Professional practice

*Note: Available to Business students only*

This unit is an immersion program that allows students to work on real-world issues faced by organisations, governments and markets. Students apply their business knowledge to understand, recommend and reflect on issues and challenges cognisant of the global dynamics within which they work. Students are expected to apply their cultural competence, research and collaborative skills as well as their critical thinking in completing projects of strategic, social or operational importance to industries, or various types of organisations.

### BUSS2500

#### Washington D.C. Placement Program

**Credit points:** 6 **Session:** Intensive March **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop. **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Prohibitions:** ECOF2555 **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au)*

This unit will be taken by students accepted into the University of California Washington DC (UCDC) Winter Program while they undertake a professional placement with a business, government, non-government or media organisation. It will include preparatory coursework in reflective, professional practice and concurrent coursework on research methods, report and other professional writing skills. Assessment will include a learning journal, research essay, and oral presentations all based on the internship placement and study abroad experience. A Pass/Fail 'Learning Contract' will be developed in the first two weeks of your internship in order to provide clear guidelines for your internship learning goals/objectives (knowledge, skills and values); strategies for achieving these goals; intended output; self and supervisor assessment criteria. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS2501

#### LA Placement Program

**Credit points:** 6 **Session:** Intensive March **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop. **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au)*

This unit will be taken by students accepted into the University of California Los Angeles (UCLA) Winter Program while they undertake a professional placement with a business, government, non-government or media organisation. It will include preparatory coursework in reflective, professional practice and concurrent coursework on research methods, report and other professional writing skills. Assessment will include a reflective journal, research essay, and oral presentations all based on the placement and study abroad experience. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS2502

#### Paris Placement Program

**Credit points:** 6 **Session:** Intensive July **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop. **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au)*

This unit will be taken by students accepted into the Sciences Po Summer Program while they undertake a professional placement with a business, government, or international organisation. It will include preparatory coursework in reflective, professional practice and concurrent coursework on research methods, report and other professional writing skills. Assessment will include a reflective journal, research report, and an oral presentation, each based on the placement and study abroad experience. (As a part of the Sciences Po Summer Program, students will engage in an in-depth study of the European Union, including its current financial difficulties, and French language tuition.) Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS2503

#### Community Placement

**Credit points:** 6 **Session:** Intensive December, Intensive February, Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** Up to four weeks' full-time or equivalent placement plus 9 hours pre-placement workshops; 3-hour end of placement de-brief workshop. **Prerequisites:** 48 credit points with a credit average **Assessment:** Dependent on project/placement - refer to unit of study outline. **Mode of delivery:** Field experience

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/community\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/community_placement_program)*

This unit is designed to consolidate students' knowledge and skills in social enterprise while conducting a community-based project placement. The unit is structured around three assessed tasks which are designed to allow students to demonstrate their ability to apply and synthesise business concepts while engaged in practical business development. During the community placement, students may be involved in a variety of projects, which afford the opportunity to apply business skills and theories from prior learning. This provides firsthand experience that demonstrates how these skills and theories can support the solving of business problems in a practical business and community-engaged context, identifying opportunities, developing strategies and designing processes, procedures and management practices in order to enable a community project to fully realise its mission. Assessed tasks are designed to allow students to

demonstrate their ability to apply and synthesise social business concepts while engaged in practical business development.

### BUSS2504

#### China Placement Program

**Credit points:** 6 **Session:** Intensive December, Intensive March **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop. **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au).*

This unit is taken by students accepted into the China Placement Program while they undertake a professional placement with a business or government organisation in China. It includes preparatory coursework in reflective, professional practice and concurrent coursework on report and other professional writing skills. Assessment will include a reflective journal, research essay, and oral presentations all based on the placement and study abroad experience. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program).

### BUSS2505

#### Chile Industry Placement

**Credit points:** 6 **Session:** Intensive July **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop. **Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001) with a minimum credit average (65%) **Assessment:** performance objectives (0%), report (70%), presentation (30%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au).*

This unit will be taken by students accepted into the Bachelor of Commerce Chile Industry Placement Program who will undertake a professional placement with a business or a government or nongovernment organisation that has a particular focus on business interests. It will include preparatory coursework in reflective, professional practice and concurrent coursework on research methods, report and other professional writing skills. Assessment will include a reflective journal, research report related to their work placement, and oral presentations all based on the internship placement and international work and study experience. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### QBUS2830

#### Actuarial Data Analytics

**Credit points:** 6 **Session:** Semester 2 **Classes:** 1x 2hr lecture per wk and 1x 1hr tutorial per wk **Prerequisites:** QBUS2810 or DATA2002 or ECMT2110 **Assumed knowledge:** BUSS1020 or ECMT1010 or ENVX1001 or ENVX1002 or 6 credit points in MATH units including one of MATH1005, MATH1905 or MATH1015 **Assessment:** assignments (30%), mid-semester exam (20%), final exam (50%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

The unit covers a range of statistical models and methods for analysing quantitative actuarial data in general insurance. Both maximum likelihood estimation and Bayesian estimation methods are adopted for statistical inferences with the use of modern software tools such as the R and OpenBUGS packages. Topics covered include probability distributions for actuarial modelling, claim size modelling, claim frequency modelling, loss reserve forecasting, pure premium calculation, premium rates reviewing and revising (credibility theory), linear and generalised linear models, Poisson process and Markov process in actuarial modelling. Upon the completion of this unit and other relevant business analytics units, students may undertake professional examinations for actuaries or may get exemptions in some professional examination papers.

## 3000-level units of study

### BUSS3100

#### Business Placement C (Internship)

**Credit points:** 6 **Session:** Intensive April, Intensive August, Intensive December, Intensive February, Intensive January, Intensive July, Intensive June, Intensive March, Intensive May, Intensive November, Intensive October, Intensive September, Semester 1, Semester 2 **Classes:** 9 hours of pre-placement workshops; 210 hours internship; 2 hour debrief workshop.

**Prerequisites:** 48 credit points including (BUSS1000 or BUSS1001 or ECOF1003) with a minimum credit average (65%) **Assessment:** learning contract (0%), work learning journal (25%), placement presentation (15%), research report (60%) **Mode of delivery:** Professional practice

*Note: Department permission required for enrolment. Note: Permission is required to enrol in this unit. Contact the Careers and Employability Office for details: [business.placements@sydney.edu.au](mailto:business.placements@sydney.edu.au).*

This unit is designed to consolidate students' knowledge and skills in business while conducting an internship in industry. The unit is structured around three assessed tasks which are designed to allow students to demonstrate their ability to apply and synthesise business concepts in a real world setting. During the internship, students may be involved in a variety of different industry and client-based projects, which will afford the opportunity to apply business skills and theories from prior learning. This will provide firsthand experience of how these skills and theories can support the solving of business problems in a real business context, identifying opportunities, developing strategies and designing processes, procedures and management practices in order to enable an organisation to fully realise its competitive potential. Further information and application process is outlined at [http://sydney.edu.au/business/study/opportunities/industry\\_placement\\_program](http://sydney.edu.au/business/study/opportunities/industry_placement_program)

### BUSS3110

#### Industry and Community Project

**Credit points:** 6 **Session:** Intensive February, Intensive January, Intensive July, Semester 1, Semester 2 **Classes:** blended learning, (online material, seminar and group work) **Assumed knowledge:** Upper level disciplinary knowledge; required knowledge will vary by project **Assessment:** group plan (10%), group presentation (20%), individual reflection (20%), group report (50%) **Mode of delivery:** Block mode, Professional practice

The aim of this unit is to allow undergraduate students to participate in an interdisciplinary group project, working with one of the University's industry and community partners. Students will work in teams on a real-world problem provided by the partner, applying their disciplinary expertise and gaining valuable experience in working across disciplinary boundaries.

In working on authentic problems, students will encounter richly contextualized issues, that will require input from people with a variety of disciplinary backgrounds and experiences. Developing solutions to complex problems requires students to work effectively in interdisciplinary groups.

The unit will provide the opportunity for students to integrate their developing knowledge and experience, and apply them in circumstances of the kind they can expect to encounter in professional life. Interdisciplinary group work will provide the opportunity to build the skills to work across disciplinary, cultural and/or professional boundaries.

### QBUS3810

#### Actuarial Risk Analytics

**Credit points:** 6 **Session:** Semester 1 **Classes:** 1x 2hr lecture and 1x 1hr tutorial per week **Prerequisites:** QBUS2810 or DATA2002 or ECMT2110 **Prohibitions:** ECMT3180 **Assessment:** assignment 1 (10%), assignment 2 (10%), assignment 3 (10%), mid-semester exam (15%), group assignment (15%), final exam (40%) **Mode of delivery:** Normal (lecture/lab/tutorial) day

Everyone working in business needs to understand and manage risk. This unit provides the basic knowledge and tools needed to do this. It includes material on the risk management strategies that every business needs, as well as specific quantitative and statistical techniques for evaluating risk. Through this unit students learn how different aspects of risk management fit together (like Value-at-Risk (VaR) and tail-VaR calculations, Monte-Carlo simulation, extreme



value theory, individual and collective risk models, credibility theory and credit scoring).

# Resolutions of the Senate

The Senate Resolutions for the University of Sydney Business School must be read in conjunction with the appropriate faculty resolutions for the Business School and the individual Course resolutions and rules. Course resolutions are located after each course section in this handbook.

## Resolutions of the Senate for the University of Sydney Business School

### 1 Degrees, diplomas and certificates of the University of Sydney Business School

- (1) With the exception of the Doctor of Philosophy, the Senate, by authority of the University of Sydney Act 1989 (as amended), provides and confers the following degrees, diplomas and certificates, according to the rules specified by the University of Sydney Business School. The Doctor of Philosophy is provided and conferred according to the rules specified by the Senate and the Academic Board.
- (2) This list is amended with effect from 1 January, 2018. Degrees, diplomas and certificates no longer open for admission will be conferred by the Senate according to the rules previously specified by the School.

### 2 Degrees

|              |   |             |          |
|--------------|---|-------------|----------|
| RPPHDBUS-01  | Doctor of Philosophy  | PhD         | Research |
| RMPHLBUS-01  | Master of Philosophy  | MPhil       | Research |
| MAEXMBAD-01  | Executive Master of Business Administration                   | EMBA        | 72       |
| MABUSADM-06  | Master of Business Administration                             | MBA         | 72       |
| MABUSSALE-01 | Master of Business Administration (Leadership and Enterprise) | MBA(L&E)    | 72       |
| MACOMMER-03  | Master of Commerce  | MCom        | 96       |
| MAHRMIRE-01  | Master of Human Resource Management and Industrial Relations  | MHRM&IR     | 60       |
| MAINTBUS-02  | Master of International Business                              | MIntBus     | 60       |
| MAINBUAL-02  | Master of International Business and Law <sup>^</sup>         | MIntBus&Law | 72       |
| MALSCMGT-01  | Master of Logistics and Supply Chain Management               | MLSM        | 60       |
| MAMANAGE-02  | Master of Management  | MMgt        | 60       |
| MAMACEMS-01  | Master of Management (CEMS)                                   | MMgt(CEMS)  | 72       |
| MAMARKET-01  | Master of Marketing   | MMktg       | 60       |
| MAPROACC-02  | Master of Professional Accounting                             | MPAcc       | 96       |
| MATRAMGT-06  | Master of Transport Management+                               | MTM         | 60       |
| BPCOMMER-06  | Bachelor of Commerce  | BCom        | 144      |
|              | Dalyell   |             |          |

<sup>^</sup> no new intake since 2014

+ no new intake since 2017

### 3 Combined degrees

| Code        | Course title  | Abbreviation     | Credit points |
|-------------|---|------------------|---------------|
| BPCOMLAW-04 | Bachelor of Commerce and Bachelor of Laws <sup>^</sup>              | BCom/LLB         | 240           |
|             | Dalyell   |                  |               |
| BPCOMAVS-01 | Bachelor of Commerce and Bachelor of Advanced Studies <sup>^</sup>  | BCom/BAdvStudies | 192           |
|             | Dalyell   |                  |               |
| BPACMCOM-01 | Bachelor of Advanced Computing and Bachelor of Commerce             | BAdvComp/BCom    | 240           |
|             | Dalyell   |                  |               |
| BHENGCOM-01 | Bachelor of Engineering Honours and Bachelor of Commerce            | BEHons/BCom      | 240           |
| MALOMTRM-02 | Master of Logistics Management and Master of Transport Management # | MLogMan          | 96            |

<sup>^</sup> may be awarded with honours in an integrated or embedded program.

# no new intake since 2014

### 4 Double degrees

| Code        | Course title   | Abbreviation | Credit points |
|-------------|--|--------------|---------------|
| BPCOMMES-02 | Bachelor of Commerce and Bachelor of Medicine and Bachelor of Surgery* | BCom/MBBS    | 336           |



| Code        | Course title                                | Abbreviation | Credit points |
|-------------|---|--------------|---------------|
| BPCOMMED-01 | Bachelor of Commerce and Doctor of Medicine | BCom/MD      | 336           |

\* no new intake since 2013

#### 4 Graduate diplomas

| Code        | Course title   | Abbreviation  | Credit points |
|-------------|--|---------------|---------------|
| GNBUSADM-02 | Graduate Diploma in Business Administration                            | GradDipBA     | 48            |
| GNCOMMER-02 | Graduate Diploma in Commerce   | GradDipCom    | 48            |
| GNHRMIRE-01 | Graduate Diploma in Human Resource Management and Industrial Relations | GradDipHRM&IR | 36            |
| GNLSCMGT-01 | Graduate Diploma in Logistics and Supply Chain Management              | GradDipLSCM   | 36            |
| GNMARKET-01 | Graduate Diploma in Marketing  | GradDipMktg   | 36            |
| GNPROACC-01 | Graduate Diploma in Professional Accounting                            | GradDipPAcc   | 48            |
| GNTRAMGT-05 | Graduate Diploma in Transport Management *                             | GradDipTM     | 36            |

\* no new intake since 2017

#### 5 Graduate certificates

| Code        | Course title   | Abbreviation    | Credit points |
|-------------|--|-----------------|---------------|
| GCBUSADM-02 | Graduate Certificate in Business Administration                            | GradCertBA      | 24            |
| GCCOMMER-01 | Graduate Certificate in Commerce   | GradCertCom     | 24            |
| GCHRMIRE-01 | Graduate Certificate in Human Resource Management and Industrial Relations | GradCertHRM&IR  | 24            |
| GCINNENT-01 | Graduate Certificate in Innovation and Enterprise                          | GradCertInn&Ent | 24            |
| GCINTBUS-01 | Graduate Certificate in International Business                             | GradCertIntBus  | 24            |
| GCLSCMGT-01 | Graduate Certificate in Logistics and Supply Chain Management              | GradCertLSCM    | 24            |
| GCMANAGE-02 | Graduate Certificate in Management   | GradCertMgt     | 24            |
| GCMARKET-02 | Graduate Certificate in Marketing  | GradCertMktg    | 24            |
| GCPROACC-01 | Graduate Certificate in Professional Accounting                            | GradCertPAcc    | 24            |
| GCTRAMGT-02 | Graduate Certificate in Transport Management *                             | GradCertTM      | 24            |

\* no new intake since 2017

# Resolutions of the University of Sydney Business School (Faculty resolutions)

The Faculty Resolutions for the University of Sydney Business School must be read in conjunction with the appropriate Senate resolutions for the Business School and the individual Course resolutions and rules. Course resolutions are located after each course section in this handbook.

## Resolutions of the University of Sydney Business School for coursework awards

*These resolutions apply to all undergraduate and postgraduate coursework award courses in the School, unless specifically indicated otherwise. Students enrolled in postgraduate research awards should consult the resolutions for their course. These resolutions must be read in conjunction with applicable University By-laws, Rules and policies including (but not limited to) the University of Sydney (Coursework) Rule 2014 (the 'Coursework Rule'), the resolutions for the course of enrolment, the University of Sydney (Student Appeals against Academic Decisions) Rule 2006 (as amended), the Academic Honesty in Coursework Policy 2015 and the Academic Honesty Procedures 2016. Up to date versions of all such documents are available from the Policy Register: <http://sydney.edu.au/policies>.*

### Part 1: Course enrolment

#### 1 Enrolment restrictions

Except as with the permission of the Business School a student may not enrol in units of study with a total value of more than 24 credit points in either semester one or two, twelve credit points in the summer session and six credit points in the winter session.

#### 2 Time limits

The Coursework Rule limits the time students may take to complete their course; part time students should ensure their enrolment pattern allows completion within the maximum time. The Rule also defines how time limits are affected by periods of suspension or absence, and the time limits for recognition of prior learning.

#### 3 Suspension, discontinuation and lapse of candidature

The Coursework Policy specifies the conditions for suspending or discontinuing candidature, and return to candidature after these events. The Policy also defines the circumstances when candidature is deemed to have lapsed. Students should pay careful attention to the significant dates in these processes and their effect on results and financial liability.

#### 4 Recognition of prior learning

The Coursework Policy specifies the general conditions for recognition of prior learning.

### Part 2: Unit of study enrolment

#### 5 Cross-institutional study

- (1) Provided permission has been obtained in advance, the Business School may permit a student to complete a unit of study at another institution and have that unit credited to the student's course requirements, provided that:
  - (a) the resolutions of the student's course of enrolment do not specifically exclude cross-institutional study; and
  - (b) the unit of study content is not taught in any corresponding unit of study at the University; or
  - (c) the student is unable, for good reason, to attend a corresponding unit of study at the University.
- (2) Cross-institutional study is another form of credit and this will be taken into consideration when considering eligibility.

#### 6 International Exchange

The Business School encourages students to participate in international exchange programs, unless specified otherwise in the resolutions for a particular course.

### Part 3: Studying and Assessment

#### 7 Attendance, Participation and Achievement of Learning Outcomes

- (1) Students are required to be in attendance at the correct time and place of any formal, informal or replacement examinations. Non attendance on any grounds insufficient to claim special consideration, special arrangement or previously arranged disability adjustment will result in the forfeiture of marks associated with the assessment.
- (2) Students are expected to attend a minimum of 90 per cent of timetabled activities for a unit of study, unless granted exemption through special consideration, special arrangement, previously arranged disability adjustment or by the Associate Dean. The Associate Dean may determine that a student fails a unit of study because of inadequate attendance. Alternatively, at their discretion, they may set additional assessment items where attendance is lower than 90 per cent.
- (3) Participation in a minimum number of assessment items or learning activities may be a requirement of any unit of study.
- (4) Mandatory or barrier assessments where students must show achievement of learning outcomes above a certain standard before they are able to pass a unit of study may be a requirement in any unit of study.

#### 8 Late submission policy

- (1) It is expected that unless an application for special consideration, special arrangement or previously arranged disability adjustment has approved an extension, students will submit all assessment for a unit of study on or before the due date specified. If the assessment is completed or submitted by the student before the due date or within the period of extension, no academic penalty will be applied to that piece of assessment.
- (2) If assessments are submitted after the due date or if an extension is not granted, or is granted but work is submitted by the student after the extended due date, the late submission of assessment will result in an academic penalty as follows:
  - (a) any assessment submitted after the due time and date (or extended due time and date) will incur a late penalty of 10% of the total marks per 24 hour period, or part thereof, late.
  - (b) assessments submitted after the "Closing Date" noted in the Unit of Study Outline will not be marked or assessed.

#### 9 Special consideration (for illness, injury or misadventure), special arrangement (for known events such as military service, jury duty or religious observation) or disability adjustment (for registered disabilities)

Special consideration, special arrangement or disability adjustment is a process that affords equal opportunity to students who have experienced circumstances that adversely impact their ability to adequately complete an assessment task in a unit of study. The Coursework Policy provides full details of the University policy. The procedures for applying for special consideration, special arrangement or disability adjustment are described in the Administration Manual for Students.

#### 10 Re-assessment

The Business School does not offer opportunities for re-assessment other than on the grounds of approved special



consideration, reasonable adjustments or special arrangements for examination and assessment in accordance with the relevant sections of the Coursework Policy.

#### 11 Concessional pass

The grade of Concessional Pass is not awarded or recognised by the Business School and is treated as a failure for the purpose of progression and credit point accumulation.

### Part 4: Progression, Results and Graduation

#### 12 Satisfactory progress

- (1) The Business School will monitor students for satisfactory progress towards the completion of their award course.
- (2) In addition to the common triggers used to identify students not meeting academic progression requirements (as defined by the Progression requirements of the Coursework Policy), students must pass any unit of study identified in the course resolutions as being critical to progression through the course (barrier unit).

#### 13 Award of the bachelor's degree with honours

- (1) To qualify for admission to honours candidature a student must:
  - (a) have completed the requirements for the pass degree at the University of Sydney or an equivalent recognised tertiary institution; and
  - (b) have a WAM of at least 65 across all units attempted and a WAM of at least 70 across senior units of study in the major subject area relevant to the honours program.
- (2) Where honours places are limited by quota, applicants will be ranked by WAM in order to select the most meritorious candidates.
- (3) In exceptional circumstances, the Associate Dean (Undergraduate Studies) and Honours Program Director may admit applicants who do not meet the criteria specified in (1) who, in the opinion of the Business School, have qualifications and evidence of experience and achievement sufficient to successfully undertake the program.
- (4) There is no mid-year intake for the honours program.
- (5) Students must complete the honours requirements within no more than 10 years from the commencement of candidature in the pass degree.
- (6) To qualify for the award of honours a student must complete 48 credit points of honours units of study as specified in the Business School's Tables of undergraduate units of study.
- (7) The honours mark is determined by the Business School, based on the candidate's performance in the honours course in both coursework and thesis.
- (8) Honours is awarded in the following classes:

| Description                   | Mark Range            |
|-------------------------------|-----------------------|
| Honours Class I               | Mark $\geq$ 80        |
| Honours Class II (Division 1) | 75 $\leq$ Mark $<$ 80 |
| Honours Class II (Division 2) | 70 $\leq$ Mark $<$ 75 |
| Honours Class III             | 65 $\leq$ Mark $<$ 70 |
| Pass (Honours not awarded)    | Mark $<$ 65           |

#### 14 University medal

A student with an honours mark of 90 or above may be awarded a university medal. The medal is awarded at the discretion of the Business School to the highest achieving students who in the opinion of the Business School have an outstanding academic record, in accordance with the Coursework Rule.

#### 15 Weighted average mark (WAM)

- (1) The University WAM is calculated using the following formula:

|              |                     |
|--------------|---------------------|
| <b>WAM =</b> | <b>sum(Wc x Mc)</b> |
| sum(Wc)      |                     |

Where Wc is the unit of study credit points x the unit weighting and Mc is the mark achieved for the unit. The mark used for units with a grade AF is zero. Pass/ fail units and credited units from other institutions are not counted.

- (2) The weight of a unit of study is assigned by the owning faculty. In the Business School all units are given a weighting of one.

### Part 5: Other

#### 16 Transitional provisions

- (1) These resolutions apply to students who commenced their candidature after 1 January, 2016 and students who commenced their candidature prior to 1 January, 2016 who elect to proceed under these resolutions unless otherwise specified under the specific course resolutions.
- (2) Students who commenced prior to 1 January, 2016 may complete the requirements in accordance with the resolutions in force at the time of their commencement, provided that requirements are completed by 1 January, 2021, unless otherwise specified under the specific course resolutions. The Business School may specify a later date for completion or specify alternative requirements for completion of candidatures that extend beyond this time.

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