



College of Business and Law Undergraduate Student Guide 2011

This guide is current as at 24 January 2011 and will change over time as the University continues to develop regulations, rules and procedures.

A hard copy of this guide will be distributed to all new undergraduate students at academic advising sessions. An electronic copy can be downloaded from the e-learning (vUWS) site "Bachelor of Business and Commerce" and at http://www.uws.edu.au/currentstudents/current_students/enrolling_for_the_first_time

This student guide was prepared by the College of Business and Law's Office of the Associate Dean (Academic), University of Western Sydney. The valued contributions of academic and administrative staff are acknowledged with many thanks.

Welcome

Welcome to the College of Business and Law at the University of Western Sydney.

The College provides innovative and comprehensive business and legal education to the Greater Western Sydney region and beyond, offering a distinctive range of professionally accredited and industry-recognised courses. These courses are designed to lead to successful and fulfilling careers in the fields of business and law both in Australia and in the global market place.

The College consists of five schools: Accounting, Economics and Finance, Law, Management and Marketing, which provide programs at undergraduate level. The Sydney Graduate School of Management is also part of the College of Business and Law at UWS and offers coursework and research programs at postgraduate level in various legal and business fields.

Teaching and research activities in these schools are formed by close links with industry, giving our courses a high degree of relevance with employers, and ensuring innovative and progressive course content. Our courses are well recognised by business and the professions for their relevance and applied nature.

The College has active links with universities throughout Asia, the Pacific, Europe and the USA. These provide a range of opportunities for in-country study, study abroad, staff and student exchange, as well as academic collaboration and research.

The College of Business and Law prides itself on maintaining a high level of community engagement and industry involvement in the Greater Western Sydney region. Close links with industry and community groups enable us to offer a variety of donor funded and University scholarships for talented students. Some of these scholarships are specific for certain courses or areas of study, while others use more general criteria.

College of Business and Law students may also be eligible for a scholarship for six months study abroad. The University provides scholarships which would normally cover the cost of airfares. You pay your normal tuition fees and experience the culture of another country whilst continuing to progress your studies. In an international business environment this would contribute to your enhanced employability.

Congratulations on your enrolment in the College of Business and Law at UWS. We look forward to working closely with you throughout your degree and hope you take every opportunity to enjoy the unique and enriching experience UWS has to offer.

*Associate Professor Craig Ellis
Associate Dean, Academic
College of Business and Law*

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1. A Starter's Guide to University

Enrolling in a University degree is an exciting experience and we are delighted that you are taking this journey with us. Starting life at University is a bit like travelling to a different country. Imagine, for instance, you decided to spend three years in Italy. Before crossing the ocean, you would plan, prepare and learn about the ways in which things are done in Italy. Additionally, you would learn a few phrases and key words in Italian to feel more comfortable and at ease when settling into your new environment.

Transitioning from school or work to University is not too different from moving to a new country. To make the most of your studies it is essential that you learn the language used at University, that you are familiar with the ways in which things are done and that you think ahead and plan your course.

Here are selected key terms to jump-start your journey.

1.1 An A-Z Guide 'What is a ...'

... Co-requisite Unit?

A co-requisite unit is a unit that needs to be completed at the same time or before enrolling in another unit. For instance, if Unit 1 is a co-requisite unit for Unit 2, then you either have to complete Unit 1 first or enrol in both units at the same time. Please note that if you discontinue your enrolment in a co-requisite unit, your enrolment in other units may be affected.

... Elective Unit?

In addition to core units, i.e. units that are a compulsory part of your degree, most courses also include elective units. An elective unit provides you with a choice. This means that you have the opportunity to choose units outside of your main study area.

You can either use your elective units to complete a Major or a Sub-major (see below entries on Major and Sub-major) or you can enrol in units you are simply interested in or curious about. This means that you do not have to choose business or law related units, but are also free to choose from the range of units offered by one of the other two Colleges within UWS (i.e. the College of Arts or the College of Health and Science), as long as you meet the required criteria, such as pre-requisite units.

... First Year Advisor?

A First Year Advisor is an academic or general staff member who assists commencing University students who are struggling with easing into University life, would like to find out about the University's support services or who are simply interested in some useful hints and tips on how to make the best out of their studies. The College of Business and Law consists of five Schools, the School of Accounting, the School of Economics and Finance, the School of Law, the School of Management and the School of Marketing, and each of these Schools have a dedicated First Year Advisor.

... Handbook?

The handbook lists all UWS courses, unit sets (see below entry on unit set) and units (subjects). The handbook is available online at <http://handbook.uws.edu.au/hbook/> and is the official handbook published each year by the University as the official reference for courses, unit sets and units offered.

... Head of Program?

A Head of Program is the key responsible person for a particular degree or Key Program. You can find the name of and contact details of your Head of Program in Section 2 of this Guide, which is where we provide you with information about the study sequence for the different Undergraduate degrees we offer in the College of Business and Law.

A Head of Program is the person you contact if you have questions or queries regarding your study sequence and other degree or Key Program related enquiries.

... Key Program?

If you are a Bachelor of Business and Commerce, a Bachelor of Business and Commerce (Advanced Business Leadership) or a Bachelor of Economics student you **must** choose a Key Program. The Key Program is your main study area and will show on your testamur/degree at the conclusion of studies. For example, if you are a Bachelor of Business and Commerce student and you select Marketing as your Key Program, you will graduate with the degree “Bachelor of Business and Commerce (Marketing)”. Similarly, if you are a Bachelor of Economics student and you select Banking and Finance as your Key Program, you will graduate with the degree “Bachelor of Economics (Banking and Finance)”. You can only select a Key Program that is offered on your home campus.

... Lecture?

Generally lectures convey an overview of particular topics so that you can be introduced to the fundamental ideas and the relevance of the topics so you can appreciate their significance.

The lecturer provides the essential building blocks for each topic area. It is essential that you do the reading for the week **before** the lecture and check your understanding of the readings against what is presented in the lecture. This will impact on your ability to actively engage with the readings or other materials and ask questions to the lecturer.

If lecture notes are provided on the UWS e-learning site (referred to as vUWS – see below) beforehand, bring copies of those notes to the lecture and add your own notes from insights you have gained from readings and attending class.

Often lecturers present additional material in the lecture that is not available on vUWS, in textbooks or anywhere else although it is examinable. Thus, it is in your interest to attend all classes. Research has shown that those students who attend all lectures and tutorials are more likely to pass and that there is a high proportion of failures amongst those who miss classes.

... Major?

Although similar, a Major is not the same as a Key Program. While for Bachelor of Business and Commerce, Bachelor of Business and Commerce (Advanced Business Leadership) and Bachelor of Economics students the enrolment in a Key Program is compulsory, the enrolment in a Major is **optional**. A Major is not shown on your testamur/degree but listed on your transcript.

Similar to a Key Program, a Major is a specialisation in a certain study area and it can be completed using the elective structure in your degree. This means that in order to complete a Major in a certain study area, such as Applied Finance, you are required to use your electives to complete a specified set of units. Usually, a Major is composed of 8 specific units.

You can choose to complete a Major offered by the College of Business and Law or by one of the other two Colleges within UWS (i.e. the College of Arts or the College of Health and Science) if you meet the required criteria, such as pre-requisite units. Generally, you can only select a Major that is offered on your home campus.

... MyUWS Account?

The MyUWS Account is a central information interface for students. It gives you access to UWS online services and systems such as student email, MySR (your online student record) and the MyUWS Student Portal. You can access your MyUWS Account via <https://myuws.uws.edu.au/>

... Pre-requisite Unit?

A pre-requisite unit must be completed before being allowed to enrol in another unit. For instance, if Unit 1 is a pre-requisite unit for Unit 2, then you must complete Unit 1 before you are allowed to enrol in Unit 2.

... Sub-major?

Like a Major, a Sub-major is a specialisation that you can complete in addition to your Key Program through the use of the elective structure in your degree. The enrolment in a Sub-major is **optional** and once completed, a Sub-major is shown on your transcript, but not on your testamur/degree. While a Major is usually composed of 8 specific units, a Sub-major usually consists of 4 specific units.

You can choose to complete a Sub-major offered by the College of Business and Law or by one of the other two Colleges within UWS (i.e. the College of Arts or the College of Health and Science) if you meet the required criteria, such as pre-requisite units. Generally, you can only select a Sub-major that is offered on your home campus.

... Tutorial?

A tutorial normally looks at material that you have already studied or prepared. The tutor will be interested in what the group found difficult and will normally focus on that; they should not have to go over all the material that you have studied. Some tutors may give you new activities similar to the homework material to see if you can apply the knowledge without the aid of the textbook.

There is usually a mandatory attendance requirement for tutorials. If you do not attend you may be at risk of automatically failing the unit.

... Unit Coordinator?

The unit coordinator takes overall responsibility for the organisation and management of a unit (subject). Especially in your first year of study, where classes are generally large, you may find that the unit coordinator is not the same person as your lecturer or tutor. In case of unit-specific issues, your first points of contact are your tutor and lecturer. The unit coordinator should only be contacted if your tutor/lecturer refers you to the unit coordinator, if they are unable to assist you with your problem or if you are uncomfortable with talking to your tutor or lecturer about a specific issue you are dealing with.

... Unit Set?

A unit set is a specialisation that is a compulsory or optional part of the formal course structure of a degree. In order to complete a specific unit set, students are required to successfully complete a certain number of prescribed units. The most common unit sets are Key Programs, Majors and Sub-majors. Available unit sets can be found in the online handbook.

... vUWS site?

The term vUWS stands for virtual University of Western Sydney and refers to the University's e-learning environment. You will find that most of the units you enrol in use a vUWS site. You can log on to vUWS via the following link and using your MyUWS Account login and password: <http://elearning.uws.edu.au/webct/entryPageIns.dowebct>

You will notice that each vUWS site is used slightly differently. In some units, your lecturer may upload class materials or additional materials and information, while others use the site in a more interactive manner and require you, for instance, to complete quizzes online.

Since unit-coordinators/lecturers/tutors often convey important information via the unit's vUWS site, it is essential for you to check your sites several times a week.

2. Bachelor of Business and Commerce (BBC)

The Bachelor of Business and Commerce is a broadly based, multi-discipline undergraduate course offering flexibility and choice through a range of 14 different Key Programs, each which reflects a particular business discipline. The degree seeks to equip all students with a good understanding of basic business issues complemented by a high level of knowledge relevant to a specific business discipline.

Each specific business discipline has a capstone unit in engaged learning; this means that graduates from the course will be considered 'business ready' in terms of dealing with real world business issues and problems and generating real world business solutions.

In addition to the Key Programs, students may be able to complete either a major or a sub-major related to another Key Program, often in another business relevant discipline. Alternatively, students may be able to select elective units from across UWS subject to availability and UWS rules. Finally, there is the option of completing a separate business honours course for high achieving students who meet entry requirements.

Study Mode

3-years full time or 6-years part time.

Course Structure

Qualification for this award requires the successful completion of 240 credit points (24 units) which typically include:

- 7 compulsory core units;
- 9 Key Program units; and
- 8 elective units

Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units. Some Key Programs (e.g. Accounting) have required 'professional electives' that you must complete for accreditation purposes.

More information can be found in the UWS online handbook at

<http://handbook.uws.edu.au/hbook/course.asp?course=2739.5>

2.1 First Year BBC Studies for Undecided Students

Some students may have already decided on their Key Program, while others are still undecided. In case you are one of the students who have not yet made up your mind about your Key Program, we recommend you choose the following eight units in your first year of study:

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills* <i>and</i> Choose 3 of the First Year Common Core Units listed below ⁼
Year 1 Spring		Choose 3 of the First Year Common Core Units listed below ⁼ <i>and</i> Elective or Key Program Core Unit ⁺

* Students **must** enrol in the unit 200336 Business Academic Skills in their first semester of study. The unit 200336 Business Academic Skills is a co-requisite unit for *200101 Accounting Information for Managers*, *200184 Introduction to Business Law*, and *200571 Management Dynamics*. This means that students can only enrol in these three units *if* they are also enrolled in 200336 Business Academic Skills or if they have already successfully completed 200336 Business Academic Skills.

Note: Discontinuing your enrolment in the unit 200336 Business Academic Skills, will automatically discontinue your enrolment in the aforementioned three units.

⁼ First Year Common Core Units:

- 200101 Accounting Information for Managers
- 200184 Introduction to Business Law
- 200052 Introduction to Economic Methods *OR* 200032 Statistics for Business
- 200571 Management Dynamics
- 200083 Marketing Principles
- 200525 Principles of Economics

⁺ Elective or Key Program Core Unit:

Ideally, students choose the first year core unit of the Key Program they wish to enrol in as the final unit of year 1, semester 2. Alternatively, students can choose an elective unit.

If you have not enrolled yet in a Key Program and have questions regarding your degree, please contact:

Ms Maike Sundmacher
Email: bbc_core@uws.edu.au
Phone: 02 9685 9223

If you have already chosen a Key Program, please contact the Head of Program for the Key Program, in which you are enrolled. Key Programs offered in the BBC and related professional career opportunities are as follows.

2.2 BBC Studies in Accounting

Accounting Key Program

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Accounting Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Accounting Key Program is accredited with CPA and ICAA Australia subject to completion of specified electives. This Key Program provides students with an in-depth knowledge of accounting, supported by knowledge of associated disciplines of law, economics, finance and statistics.

Campuses offered:

Bankstown, Campbelltown, Parramatta

Degree duration:

3 years full-time / 6 years part-time

Degree received upon graduation:

Bachelor of Business & Commerce (Accounting)

Head of Program:

Mrs Sharne Simmons

Email: sharne.simmons@uws.edu.au

Phone: 02 4620 3403

Professional Career Opportunities

If you choose Accounting as your Key Program, possible career opportunities include:

- Accountant
- Auditor/Internal auditor
- Business analyst
- Business services accountant
- Company accountant
- Commercial manager
- Consultant
- Credit analyst
- Finance manager / officer
- Financial accountant
- Financial adviser
- Financial controller
- Financial systems specialist
- Forensic accountant
- Group accountant
- Investment accountant
- Management accountant
- Project accountant
- Tax accountant / professional
- Technical accounting manager
- Financial analyst
- Treasury accountant

Study sequence

The recommended study sequence for students who are enrolled full-time in the Accounting Key Program is outlined below. Students seeking accreditation with the Australian professional accounting bodies should complete the following three units as part of their electives: 200183 Law of Business Organisations; 200187 Taxation Law; and 200488 Corporate Financial Management.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200101	Accounting Information for Managers
	200083	Marketing Principles
	200525	Principles of Economics
Year 1 Spring	200571	Management Dynamics
	200184	Introduction to Business Law
	200111	Financial Accounting Applications
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200116	Management Accounting Fundamentals
	200536	Intermediate Financial Accounting
		Professional Elective (200488 Corporate Financial Management)
		Professional Elective (200183 Law of Business Organisations)
Year 2 Spring	200108	Contemporary Management Accounting
	200534	Accounting Information Systems
	200109	Corporate Accounting Systems
		Elective
Year 3 Autumn	200535	Auditing & Assurance Services
		Professional Elective (200187 Taxation Law)
		Elective
		Elective
Year 3 Spring	200267	Advanced Accounting
	200118	The Accountant as a Consultant
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

2.3 BBC Studies in Economics and Finance

Applied Finance Key Program

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Applied Finance Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Applied Finance Key Program is suitable for students committed to a career in the rapidly growing finance sector. It provides a strong grasp of finance along with foundational studies in accounting, economics, management and marketing.

This Key Program fulfils the educational requirements for admission as an Associate (A Fin) of the Financial Services Institute of Australasia (finsia) provided the applicant is at least working in the financial services industry. All other students are eligible to apply for Affiliate membership (no postnominals apply).

Campuses offered:

Campbelltown, Parramatta

Degree duration:

3 years full-time / 6 years part-time

Degree received upon graduation:

Bachelor of Business & Commerce (Applied Finance)

Head of Program:

Dr John Ablett

Email: j.ablett@uws.edu.au

Phone: 02 4620 3252

Professional Career Opportunities

If you choose Applied Finance as your Key Program, possible career opportunities include:

- Business broker
- Corporate financial controller/officer
- Credit analyst
- Equity analyst/trader
- Financial services manager/financial planner, personal financial consultant, finance officer, super fund manager, trustee
- Treasury hedger
- Investment adviser/banker
- Money and capital market trader (e.g. in bonds, options, futures and swaps)
- Portfolio manager
- Public finance manager in government departments
- Retirement planner
- Strategic planner and project evaluator (e.g. for mergers, takeovers, acquisitions and divestures)

Study sequence:

The recommended study sequence for students who are enrolled full-time in the Applied Finance Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200184	Introduction to Business Law
	200336	Business Academic Skills
	200525	Principles of Economics
	200032 or	Statistics for Business or
	200052	Introduction to Economic Methods
Year 1 Spring	200101	Accounting Information for Managers
	200083	Marketing Principles
	200571	Management Dynamics
	200549	The Australian Macroeconomy
Year 2 Autumn	200048	Financial Institutions and Markets
	200448	Corporate Financial Management
		Elective Elective
Year 2 Spring	200053	Economic Modelling
	200057	Investment Management
		Elective
		Elective
Year 3 Autumn	200537	Economics and Finance Engagement Project
	200078	Portfolio Management
		Alternate unit *
		Elective
Year 3 Spring		Alternate unit *
		Elective
		Elective
		Elective

* **Alternate units:** 200055 International Finance; 200059 Financial Economics; 200077 The Superannuation Industry; 200079 Derivatives; 200518 Behavioural Finance.

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Economics and Finance Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Economics and Finance Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Economics and Finance Key Program is designed to provide a broad based and highly flexible education in understanding how the economy functions. The topics covered span political and social sciences, financial and business disciplines. Students will be prepared for employment in a large range of occupations in business, government and the social services sector.

This Key Program fulfils the educational requirements for admission as an Associate (A Fin) of the Financial Services Institute of Australasia (finsia) provided the applicant is at least working in the financial services industry. All other students are eligible to apply for Affiliate membership (no postnominals apply).

<i>Campuses offered:</i>	<i>Campbelltown, Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Economics and Finance)</i>
<i>Head of Program:</i>	<i>Dr John Ablett</i>
	<i>Email: j.ablett@uws.edu.au</i>
	<i>Phone: 02 4620 3252</i>

Professional Career Opportunities

If you choose Economics and Finance as your Key Program, possible career opportunities include:

- Economist (with major firms, banks and financial institutions)
- Stock, bond and commodity traders and analyst
- Policy advisers to government and industry groups
- Financial journalists
- Financial analysts and planners
- Financial controllers
- Economic forecasters

Study sequence

The recommended study sequence for students who are enrolled full-time in the Economics and Finance Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200184	Introduction to Business Law
	200336	Business Academic Skills
	200525	Principles of Economics
	200032 or	Statistics for Business or
	200052	Introduction to Economic Methods
Year 1 Spring	200083	Marketing Principles
	200101	Accounting Information for Managers
	200571	Management Dynamics
	200549	The Australian Macroeconomy
Year 2 Autumn	200547	Macroeconomic Theory
	200048	Financial Institutions and Markets
	200448	Corporate Financial Management Elective
Year 2 Spring	200053	Economic Modelling
	200057	Investment Management
	200531	Industry Economics and Markets
		Elective
Year 3 Autumn	200537	Economics and Finance Engagement Unit
	Choose 1 of:	
	200054	Applied Econometrics
	200055	International Finance
	200078	Portfolio Management
		Elective Elective
Year 3 Spring	200546 or	Macroeconomic Issues or
	200530	Microeconomic Theory and Applications
	200059 or	Financial Economics or
	200518	Behavioural Finance
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

2.4 BBC Studies in Management

Global Operations and Supply Chain Management Key Program

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Global Operations and Supply Chain Management Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Global Operations and Supply Chain Management Key Program ensures that graduates possess the knowledge and skills in the areas of global operations, logistics and supply chain management. The Key Program equips graduates to work in the many areas of logistics and operations management including manufacturing or services.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Global Operations and Supply Chain Management)</i>
<i>Head of Program:</i>	<i>Mr Tim Hall</i>
	<i>Email: management@uws.edu.au</i>
	<i>Phone: 02 9685 9858</i>

Professional Career Opportunities

If you choose Global Operations and Supply Chain Management as your Key Program, you may work in service industries, project management, quality systems, importing, manufacturing, distribution or transportation. Roles in these sectors may include:

- Business analyst
- Distribution officer/manager
- Logistics manager
- Product developer
- Quality manager
- Process manager
- Purchasing officer/manager
- Service delivery officer/manager
- Supply chain manager

Study sequence

The recommended study sequence for students who are enrolled full-time in the Global Operations and Supply Chain Management Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200677	Global Supply Chain Management
	200336	Business Academic Skills
	200525	Principles of Economics
	200101	Accounting Information for Managers
Year 1 Spring	200083	Marketing Principles
	200184	Introduction to Business Law
	200571	Management Dynamics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200528	Management of Projects
	200588	Global Operations and Logistics Management
		Elective Elective
Year 2 Spring	200167	Quality Management
	200585	Organisational Behaviour
		Elective
		Elective
Year 3 Autumn	200667	Global Enterprise Resource Planning
	200668	Technology Management for Competitiveness
		Elective
		Elective
Year 3 Spring	200565	Operations and Logistics in Practice
	200162	Business Report
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Hospitality Management Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Hospitality Management Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

Hospitality Management takes students beyond the idea of customer service and into the idea of providing a customer experience. Graduates from this Key Program will cover the key areas of hospitality of food & beverage, accommodation and event management, coupled with engaged units offering industry related projects. The aim is to develop a career focus for graduates capable of managing hotels, resorts, clubs, food-service enterprises or other service-oriented businesses. The course provides specialised education in areas important to the hospitality industry such as hospitality operations management, planning and design of hospitality facilities, business management, industry research projects and an overview of the hospitality industry.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Hospitality Management)</i>
<i>Head of Program:</i>	<i>Mr Tim Hall</i>
	<i>Email: management@uws.edu.au</i>
	<i>Phone: 02 9685 9858</i>

Professional Career Opportunities

If you choose Hospitality Management as your Key Program, you may work across a number of hospitality industries including hotels, resorts, events, clubs and government. Roles in these sectors may include:

- Convention and event manager
- Restaurant manager
- Hotel manager
- Service operations manager

Study sequence

The recommended study sequence for students who are enrolled full-time in the Hospitality Management Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200083	Marketing Principles
	200336	Business Academic Skills
	200101	Accounting Information for Managers
	200273	Managing Service and Experience
Year 1 Spring	200571	Management Dynamics
	200184	Introduction to Business Law
	200525	Principles of Economics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200710	Managing the Food and Beverage Experience
	200709	Managing the Accommodation Experience
		Elective
		Elective
Year 2 Spring	200584	Hospitality Management Operations
	200742	Sport and Hospitality Event Management
		Elective
		Elective
Year 3 Autumn	200708	Hospitality Industry
	200707	Service Industry Studies
		Elective
		Elective
Year 3 Spring	200148	Planning and Design of Hospitality Facilities
	200561	Hospitality Management Applied Project
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Human Resource Development and Organisational Development Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Human Resource Development and Organisational Development Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

This Key Program is accredited with the Australian Human Resources Institute (AHRI) and provides key studies in both human resource development and organisation development within a broad strategic management context.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Human Resource Development and Organisational Development)</i>
<i>Head of Program:</i>	<i>Ms Louise Ingersoll</i>
	<i>Email: management@uws.edu.au</i>
	<i>Phone: 02 9685 9085</i>

Professional Career Opportunities

If you choose Human Resource Development and Organisational Development as your Key Program, you may work in human resource development, change management, organisational behaviour and learning or employment relations in roles such as:

- Development consultant
- Human resource development officer / consultant
- Line manager / supervisor
- Training and development manager

Study sequence

The recommended study sequence for students who are enrolled full-time in the Human Resource Development and Organisational Development Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200571	Management Dynamics
	200184	Introduction to Business Law
	200101	Accounting Information for Managers
Year 1 Spring	200300	Managing People at Work
	200525	Principles of Economics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods Elective
Year 2 Autumn	200083	Marketing Principles
	200243	Work Employment and the Labour Market
	200610	Employee Training and Development
		Elective
Year 2 Spring	200376	Managing and Developing Careers
	200157	Organisational Learning and Development
		Elective
		Elective
Year 3 Autumn	200570	Management of Change
	200175	Managing Human Resources and Industrial Relations
		Elective
		Elective
Year 3 Spring	200159	Organisation Analysis and Design
	200381	Human Resources Development Seminar
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Human Resource Management and Industrial Relations Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Human Resource Management and Industrial Relations Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

This key program is accredited with the Australian Human Resources Institute (AHRI) and is designed for people who seek careers in human resource management and industrial relations.

<i>Campuses offered:</i>	<i>Campbelltown, Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Human Resource Management and Industrial Relations)</i>
<i>Head of Program:</i>	<i>Ms Louise Ingersoll</i>
	<i>Email: management@uws.edu.au</i>
	<i>Phone: 02 9685 9085</i>

Professional Career Opportunities

If you choose Human Resource Management and Industrial Relations as your Key Program, possible career opportunities include:

- Director of employment services
- Employee relations manager
- Enterprise industrial relations officer
- Human resources manager
- Industrial advocate
- Industrial office in public / private organisations or trade unions
- OH & S manager
- Recruitment and selection manager
- Training and development manager

Study sequence

The recommended study sequence for students who are enrolled full-time in the Human Resource Management and Industrial Relations Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200571	Management Dynamics
	200184	Introduction to Business Law
	200101	Accounting Information for Managers
Year 1 Spring	200300	Managing People at Work
	200525	Principles of Economics
	200083	Marketing Principles
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200614	Enterprise Industrial Relations
	200621	International Human Resource Management
		Elective Elective
Year 2 Spring	200739	Reward and Performance Management
	200610 <i>or</i>	Employee Training and Development <i>or</i>
	200150 <i>or</i>	Managing Diversity <i>or</i>
	200753	Occupational Health and Safety
		Elective Elective
Year 3 Autumn	200616	Workplace Behaviour
	200613	Negotiation, Bargaining and Advocacy
		Elective Elective
Year 3 Spring	200575	Processes and Evaluation in Employment Relations
	200740	Human Resource and Industrial Relations Strategy
		Elective Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Management Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Management Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

Students enrolled in this Key Program must undertake either a major or sub-major in another functional area of business offered by the College of Business and Law, except the Managing Organisations or Managing Globally majors and/or sub-majors.

This Key Program relates to management careers in contemporary private, public or not-for-profit organisations in Australia and abroad.

<i>Campuses offered:</i>	<i>Campbelltown, Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Management)</i>
<i>Head of Program:</i>	<i>Ms Louise Ingersoll</i>
	<i>Email: management@uws.edu.au</i>
	<i>Phone: 02 9685 9085</i>

Professional Career Opportunities

If you choose Management as your Key Program, you may work in public, private or not-for-profit organisations in the following areas:

- Global Management
- Hospitality Management
- Human Resource Management
- Operations and Logistics Management
- Project Management

Study sequence

The recommended study sequence for students who are enrolled full-time in the Management Key Program is outlined below. Students enrolled in this Key Program must undertake either a major or sub-major in another functional area of business offered by the College of Business and Law, except the Managing Organisations or Managing Globally majors and/or sub-majors.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200083	Marketing Principles
	200101	Accounting Information for Managers
	200336	Business Academic Skills
	200571	Management Dynamics
Year 1 Spring	200184	Introduction to Business Law
	200525	Principles of Economics
	200585	Organisational Behaviour
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200158	Business, Society and Policy
	200586	Cross Cultural Management
		Elective
		Elective
Year 2 Spring	200588	Global Operations and Logistics Management
	200157 <i>or</i>	Organisational Learning and Development <i>or</i>
	200159	Organisation Analysis and Design
		Elective
		Elective
Year 3 Autumn	200570	Management of Change
	200752	Power, Politics and Knowledge
		Elective
		Elective
Year 3 Spring	200568	Contemporary Management Issues
	200587	Strategic Management
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Sport Management Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Sport Management Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Sport Management Key Program is designed for people who seek careers in Australian and international Sport management. Specialist units provide students with a capacity to understand and function within the increasingly specialist context in which sport is played, organised and managed. Graduates are equipped with the skills and knowledge to manage sport experiences and resources pertaining to globalisation and emerging contemporary issues in sport.

Campuses offered:

Campbelltown

Degree duration:

3 years full-time / 6 years part-time

Degree received upon graduation:

Bachelor of Business & Commerce (Sport Management)

Head of Program:

Mr Tim Hall

Email: management@uws.edu.au

Phone: 02 9685 9858

Professional Career Opportunities

If you choose Sport Management as your Key Program, you may work in government, community sectors, commercial private or non-commercial private sectors. Roles in these sectors may include:

- Elite sport developer
- Individual manager
- Leisure manager/coordinator
- Project manager of facilities and events
- Sport and civic event department manager
- Sport and leisure program developer
- Sport event and facility manager
- Sport marketer
- Team manager
- Venue manager

Study sequence

The recommended study sequence for students who are enrolled full-time in the Sport Management Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200083	Marketing Principles
	200336	Business Academic Skills
	200101	Accounting Information for Managers
	200705	The World of Sport Management
Year 1 Spring	200525	Principles of Economics
	200184	Introduction to Business Law
	200571	Management Dynamics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200665	Strategic Communication in Sport
	200273	Managing Service and Experience
		Elective
		Elective
Year 2 Spring	200664	Sport Management Internship
	200742	Sport and Hospitality Event Management
		Elective
		Elective
Year 3 Autumn	200754	Sports Management – Planning and Development
	200707	Service Industry Studies
		Elective
		Elective
Year 3 Spring	200751	Sport Management Applied Project
	400335	Contemporary Issues in Sport Management
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

2.5 BBC Studies in Mathematics

Financial Mathematics Key Program

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Financial Mathematics Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Financial Mathematics Key Program provides a coherent study program in mathematics, statistics, business and finance that can be linked with other units covering areas such as economics and accounting. It provides the necessary background to undertake examination of a range of aspects of the Australian banking and finance systems, including management of large portfolios, pricing and hedging of financial instruments and modelling of financial markets. Graduates gain a strong grounding in the theory and applications of mathematical and statistical techniques as they are utilised in the finance industry.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Financial Mathematics)</i>
<i>Head of Program:</i>	<i>Dr Rehez Ahlip</i>
	<i>Email: r.ahlip@uws.edu.au</i>
	<i>Phone: 02 9685 9178</i>

Professional Career Opportunities

If you choose Financial Mathematics as your Key Program, you may work in commercial or investment banks in the following roles:

- Financial adviser
- Financial mathematician
- Financial risk analyst
- Derivate trader
- Quantitative analyst
- Stock broker

Study sequence

The recommended study sequence for students who are enrolled full-time in the Financial Mathematics Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200525	Principles of Economics
	200032	Statistics for Business
	200083	Marketing Principles
Year 1 Spring	300672	Mathematics 1A
	200101	Accounting Information for Managers
	200571	Management Dynamics
	200184	Introduction to Business Law
Year 2 Autumn	200048	Financial Institutions and Markets
	200448	Corporate Financial Management
	300673	Mathematics 1B
	200033	Applied Statistics
Year 2 Spring	200057	Investment Management
	200026	Advanced Mathematics for Business
		Elective Elective
Year 3 Autumn		Alternate unit *
		Alternate unit *
		Elective
		Elective
Year 3 Spring	200024	Mathematical Finance
	200045	Quantitative Project
		Alternate unit *
		Alternate unit *

* **Alternate units:** 200022 Mathematical Modelling; 200023 Analysis; 200037 Regression Analysis & Experimental Design; 200038 Time Series and Forecasting; 200039 Surveys and Multivariate Analysis; 200040 Probability & Stochastic Processes; 200055 International Finance; 200059 Financial Economics; 200061 Financial Institutions Management; 200078 Portfolio Management; 200079 Derivatives; 200193 Abstract Algebra; 200749 Property Investment; 200750 Property Portfolio Analysis (V2).

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

2.6 BBC Studies in Marketing and International Business

International Business Key Program

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the International Business Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The International Business Key Program has been developed in response to the needs of the growing number of employers and the burgeoning student interest in global business opportunities. On a solid foundation in domestic business education, is built a detailed knowledge of the international dimension of business and the necessary understanding of the workings of that market system

The International Business Key Program satisfies the educational requirements for membership of the Australian Institute of Export.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (International Business)</i>
<i>Head of Program:</i>	<i>Dr Daniela Spanjaard</i>
	<i>Email: d.spanjaard@uws.edu.au</i>
	<i>Phone: 02 9685 9638</i>

Professional Career Opportunities

If you choose International Business as your Key Program, you may work in business, public service, trade organisations, multi-national companies and their subsidiaries, or education and research organisations in roles in the following areas:

- Business management
- Business research
- Export and import
- International business
- International marketing
- Strategy and development

Study sequence

The recommended study sequence for students who are enrolled full-time in the International Business Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200571	Management Dynamics
	200083	Marketing Principles
	200591	Introduction to International Business
Year 1 Spring	200101	Accounting Information for Managers
	200184	Introduction to Business Law
	200525	Principles of Economics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200541	Globalisation and Trade
	200094	International Marketing
		Elective Elective
Year 2 Spring	200374	International Marketing Research
	200589	Export Strategy and Applications
		Elective Elective
Year 3 Autumn	200626	International Business Strategy
	200595	International Business Finance
		Elective Elective
Year 3 Spring	200590	International Business Project
	200098 <i>or</i>	The Markets of Asia <i>or</i>
	200099	The Markets of Europe
		Elective Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

International Business and Global Management Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the International Business and Global Management Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The International Business and Global Management Key Program has been developed in response to the needs of the growing number of employers and the burgeoning student interest in global business opportunities. On a solid foundation in domestic business education, is built a detailed knowledge of the international dimension of business and management and the necessary understanding of the workings of global markets and organisational systems.

The International Business and Global Management Key Program satisfies the educational requirements for membership of the Australian Institute of Export.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (International Business and Global Management)</i>
<i>Head of Program:</i>	<i>Dr Daniela Spanjaard</i>
	<i>Email: d.spanjaard@uws.edu.au</i>
	<i>Phone: 02 9685 9638</i>

Professional Career Opportunities

If you choose International Business and Global Management as your Key Program, you may work in business, public service, trade organisations, multi-national companies and their subsidiaries, or education and research organisations in roles in the following areas:

- Business management
- Business research
- Export and import
- International business
- International marketing
- Strategy and development

Study sequence

The recommended study sequence for students who are enrolled full-time in the International Business and Global Management Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200083	Marketing Principles
	200336	Business Academic Skills
	200571	Management Dynamics
	200591	Introduction to International Business
Year 1 Spring	200101	Accounting Information for Managers
	200300	Managing People at Work
	200525	Principles of Economics
	200032 <i>or</i>	Statistics for Business <i>or</i>
	200052	Introduction to Economic Methods
Year 2 Autumn	200184	Introduction to Business Law
	200255	Management of E-Business Processes
	200678	Strategic Intelligence and Decision Making
	200586	Cross Cultural Management
Year 2 Spring	200158	Business, Society and Policy
	200374	International Marketing Research
	200150	Managing Diversity
	200094	International Marketing
Year 3 Autumn	200595	International Business Finance
	200621	International Human Resource Management
	200623	International Management
		Elective
Year 3 Spring	200590	International Business Project
	200626	International Business Strategy
	200589	Export Strategy and Applications
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Marketing Key Program

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Marketing Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The Marketing Key Program focuses on the increasingly important role of marketing as the major source of organisational revenues and as a key contributor to organisational performance. Participants are exposed to the broad and dynamic field of marketing, providing knowledge which is critical to graduate capability in marketing roles in contemporary and emergent organisations.

The Marketing Key Program satisfies the educational requirements for recognition as a Certified Practising Marketer and eligibility for membership of the Australian Marketing Institute and the Australian Market and Social Research Society.

<i>Campuses offered:</i>	<i>Bankstown, Campbelltown, Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Marketing)</i>
<i>Head of Program:</i>	<i>Mr Ned Doyle</i>
	<i>Email: n.doyle@uws.edu.au</i>
	<i>Phone: 02 9685 9690</i>

Professional Career Opportunities

If you choose Marketing as your Key Program, possible career opportunities include roles in the following areas:

- Advertising/advertising management
- Business to business marketing
- Consulting
- Customer services management
- Direct marketing – telemarketing
- Distribution management
- E-marketing and e-business
- International marketing
- Market analysis and research
- Marketing management
- Product and brand management
- Sales management
- Selling – merchandising
- Services marketing

Study sequence

The recommended study sequence for students who are enrolled full-time in the Marketing Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200083	Marketing Principles
	200336	Business Academic Skills
	200525	Principles of Economics
	200032 <i>or</i> 200052	Statistics for Business <i>or</i> Introduction to Economic Methods
Year 1 Spring	200084	Consumer Behaviour
	200101	Accounting Information for Managers
	200184	Introduction to Business Law
	200571	Management Dynamics
Year 2 Autumn	200592	Marketing Research
	200086	Marketing Communications
		Elective Elective
Year 2 Spring	200090	Marketing of Services
	200088	Brand and Product Management
		Elective Elective
Year 3 Autumn	200087	Strategic Marketing Management
	200094	International Marketing
		Elective Elective
Year 3 Spring	200096	Marketing Planning Project
	200091	Business to Business Marketing
		Elective Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

2.7 BBC Studies in Property

Property Key Program: Internal Mode

2

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Property Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs, this may include a combination of core units and elective units.

The Property Key Program uses the principles of a range of areas of property, business, planning and law for making effective decisions in property. This Key Program is practical and students are encouraged to participate in an industry-supported work experience program.

The Property Key Program is accredited by the Australian Property Institute (API) and, depending on chosen electives, students will be eligible for API Certified Practising Valuer (CPV) eligibility and registration as a valuer with the NSW Office of Fair Trading.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Property)</i>
<i>Head of Program:</i>	<i>Mr Norman Harker</i>
	<i>Email: n.harker@uws.edu.au</i>
	<i>Phone: 02 9685 9105</i>

Professional Career Opportunities

If you choose Property as your Key Program, career opportunities are available in the following areas:

- Valuation
- Property investment analysis
- Property funds management
- Property development
- Commercial and retail property management
- Property research
- Commercial property sales and leasing
- Corporate real estate

Study sequence

The recommended study sequence for students who are enrolled full-time in the Property Key Program is outlined below. Students seeking accreditation with the Australian Property Institute (Certified Practising Valuer) and registration as a valuer with the (NSW) Office of Fair Trading need to complete the following units as part of their electives: 200435 Property Development Controls; 200599 Land Law; 200604 Valuation of Special Premises; 200605 Rural Valuation; 200711 Statutory Valuation; 300706 Building 1.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200525	Principles of Economics
	200601	Introduction to Property
		Professional Elective (300706 Building 1)
Year 1 Spring	200083	Marketing Principles
	200101	Accounting Information for Managers
	200184	Introduction to Business Law
	200602	Principles of Valuation
Year 2 Autumn	200032	Statistics for Business
	200603	Commercial Valuation
	200571	Management Dynamics
		Professional Elective (200453 Property Development Controls)
Year 2 Spring	200749	Property Investment
	200750	Property Portfolio Analysis (V2)
		Professional Elective (200605 Rural Valuation)
		Professional Elective (200599 Land Law)
Year 3 Autumn	200598	Property Development
	200600	Commercial Property Management
		Elective Professional Elective (200711 Statutory Valuation)
Year 3 Spring	200360	Property Project
	200597	Property Finance and Tax
		Elective
		Professional Elective (200604 Valuation of Special Premises)

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

Property Key Program: Distance (External) Mode

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with the Property Key Program and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs, this may include a combination of core units and elective units.

The Property Key Program uses the principles of a range of areas of property, business, planning and law for making effective decisions in property. This Key Program is practical and students are encouraged to participate in an industry-supported work experience program.

The Property Key Program is accredited by the Australian Property Institute (API) and, depending on chosen electives, students will be eligible for API Certified Practising Valuer (CPV) eligibility and registration as a valuer with the NSW Office of Fair Trading.

<i>Campuses offered:</i>	<i>Parramatta - External</i>
<i>Degree duration:</i>	<i>4 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Property)</i>
<i>Head of Program:</i>	<i>Mr Norman Harker</i>
	<i>Email: n.harker@uws.edu.au</i>
	<i>Phone: 02 9685 9105</i>

Professional Career Opportunities

If you choose Property as your Key Program, career opportunities are available in the following areas:

- Valuation
- Property investment analysis
- Property funds management
- Property development
- Commercial and retail property management
- Property research
- Commercial property sales and leasing
- Corporate real estate

Study sequence

The recommended study sequence for students who are enrolled in the distance-mode Property Key Program is outlined below. Students seeking accreditation with the Australian Property Institute (Certified Practising Valuer) and registration as a valuer with the (NSW) Office of Fair Trading need to complete the following units as part of their electives: 200435 Property Development Controls; 200599 Land Law; 200604 Valuation of Special Premises; 200605 Rural Valuation; 200711 Statutory Valuation; 300706 Building 1.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200601	Introduction to Property Professional Elective (300706 Building 1)
Year 1 Spring	200602	Principles of Valuation
	200184	Introduction to Business Law
	200101	Accounting Information for Managers
Year 2 Autumn	200603	Commercial Valuation
	200032	Statistics for Business
	200525	Principles of Economics
Year 2 Spring	200083	Marketing Principles
	200749	Property Investment Professional Elective (200599 Land Law)
Year 3 Autumn	200571	Management Dynamics
	200600	Commercial Property Management Professional Elective (200435 Property Development Controls)
Year 3 Spring	2000597	Property Finance and Tax
	200750	Property Portfolio Analysis (V2) Professional Elective (200605 Rural Valuation)
Year 4 Autumn	200598	Property Development
		Professional Elective (200711 Statutory Valuation) Elective or 200545 International Property
Year 4 Spring	200360	Property Project
		Professional Elective (200604 Valuation of Special Premises) Elective or 200748 Property Development 2

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

3. Bachelor of Business and Commerce (Advanced Business Leadership)

General Information

Qualification for this award requires the successful completion of 240 credit points which includes compulsory first year core units, core units associated with a chosen Key Program, advanced leadership and free elective units. Students must complete a minimum of 60 credit points within their Key Program at Level 3. For some Key Programs this may include a combination of core units and elective units.

The degree seeks to equip its students with a high level of knowledge relevant to business issues in general as well as knowledge relevant to a specific business discipline. The intention of the course is to provide a foundation for the development of Australia's future business leaders.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Business & Commerce (Advanced Business Leadership)</i>
<i>Head of Program:</i>	<i>Ms Laurel Jackson</i> <i>Email: la.jackson@uws.edu.au</i> <i>Phone: 02 9685 9197</i>

Key Programs available to Advanced Business Leadership students

- Accounting
- Applied Finance
- Economics and Finance
- Financial Mathematics
- Global Operations and Supply Chain Management
- Hospitality Management
- Human Resource Development and Organisational Development
- Human Resource Management and Industrial Relations
- International Business
- Management
- Marketing
- Property
- Sport Management

Professional Career Opportunities

Career opportunities are dependent on the chosen Key Program. Please refer to the Key Program of interest for information on possible career opportunities.

Study sequence

The recommended study sequence for students who are enrolled full-time in the Bachelor of Business and Commerce (Advanced Business Leadership) degree is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200336	Business Academic Skills
	200525	Principles of Economics
	200101	Accounting Information for Managers
	200083	Marketing Principles
Year 1 Spring	200571	Management Dynamics
	200184	Introduction to Business Law
	200032 <i>or</i> 200052	Statistics for Business <i>or</i> Introduction to Economic Methods
		Key Program specialist unit
Year 2 Autumn		Key Program specialist unit
		Key Program specialist unit
		Key Program specialist unit
		Key Program specialist unit
Year 2 Spring		Key Program specialist unit
		Key Program specialist unit
		Key Program specialist unit
		Elective
Year 3 Autumn	200572	Advanced Business Seminars
	200573	Business Leadership
		Elective
		Elective
Year 3 Spring	200574	Frontiers of Business Theory and Analysis
	200609	Entrepreneurial Team
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.



International Study Opportunities

Enrich your Life, Have Fun, Study and See the World – All in One

★★★★★★★★★★

Kieron Dobbin spent the last semester of his Bachelor of Business & Commerce (International Business) degree at **Concordia University** in **Montreal, Canada**. Here is what he has to share:

“Embarking on a university exchange to Concordia University in Montreal, Canada was perhaps one of the greatest highlights of my degree. The entire experience left a memorable mark on my life. Since coming back, the doors that have opened for me both personally and professionally I would have never thought possible. An exchange opens your eyes to the world, makes you realize that anything is possible.”



Kieron at the Biodôme

★★★★★★★★★★

As a UWS student you have the opportunity to create your perfect study experience: UWS International offers international study opportunities for domestic and international students at 380 partner institutions around the world and in over 40 different countries.

This means that you can study towards your degree while living in a different culture, travelling, making friends, creating international networks, seeing the world, gaining new experiences, trying new things, building your resume and enriching your life.

Whether you are interested in short-term or longer-term experiences, UWS offers a range of international study opportunities:

- Exchange Programs
- Short Courses
- Language Study
- Study Abroad Programs

Just imagine: Patagonia National Park, Mount Fuji or the Niagara Falls could soon be your backyard for inspiration!

Interested? Then visit www.uws.edu.au/exchange for more information or contact UWS International by emailing exchange@uws.edu.au or phoning (02) 4620 3696.

4. Bachelor of Economics (BEc)

The Bachelor of Economics is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. The topics covered span political and social sciences, financial and business disciplines. As a result, students will be prepared for employment in a large range of occupations in business, government and the social services sector.

There are four Key Programs of study available in the course covering Banking and Finance, Economic Analysis and Policy, International Trade and Finance, and Property and Urban and Regional Development

The course is structured so that you receive an overview of economics and business in your first year and that you do not have to decide on your Key Program until the beginning of your second year of study.

In addition, the course offers eight completely open elective units, which may be used to complete any eight unit major or four/six unit sub-major offered by any school at UWS.

Study Mode

3-years full time or 6-years part time.

Course Structure

Qualification for this award requires the successful completion of 240 credit points including the units listed in one of the Key Program sequences below. Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

Electives within the sequence may be used towards obtaining an approved major or sub-major for this award.

Accreditation

Banking and Finance accreditation with finsia has been obtained provided the student completes specific units.

More information can be found in the handbook at

<http://handbook.uws.edu.au/hbook/course.aspx?course=2504.3>

Key Programs offered in the BEc and related professional career opportunities are as follows.

BEC Banking and Finance Key Program

General Information

This course is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. Qualification for this award requires the successful completion of 240 credit points including the units listed in the BEC Banking and Finance Key Program. Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

The BEC Banking and Finance Key Program provides a strong grasp of finance along with core studies in economics.

Campuses offered:

Parramatta

Degree duration:

3 years full-time / 6 years part-time

Degree received upon graduation:

Bachelor of Economics (Banking and Finance)

Head of Program:

Dr John Ablett

Email: j.ablett@uws.edu.au

Phone: 02 4620 3252

Professional Career Opportunities

Possible career opportunities for graduates of the Bachelor of Economics include:

- Cost-benefit analyst
- Economic adviser
- Economic forecaster
- Economic policy analyst
- Economist
- High profile policy adviser to governments and private enterprise
- Labour market economist
- Management professional in the private or public sector or in banking and insurance
- Market analyst
- Property consultant
- Trade adviser

Study sequence

The recommended study sequence for students who are enrolled full-time in the BEc Banking and Finance Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200525	Principles of Economics
	200101	Accounting Information for Managers
	200540	Globalisation and Australia
	200048	Financial Institutions and Markets
Year 1 Spring	200488	Corporate Financial Management
	200052	Introduction to Economic Methods
	200549	The Australian Macroeconomy
		Elective
Year 2 Autumn	200547	Macroeconomic Theory
	200061	Financial Institutions Management
	200062	Financial Institutions Lending
	200053	Economic Modelling
Year 2 Spring	200531	Industry Economics and Markets
		Elective
		Elective
		Elective
Year 3 Autumn	<i>Choose 2 of:</i>	
	200059	Financial Economics
	200518	Behavioural Finance
	200079	Derivatives
	200054	Applied Econometrics
	200077	The Superannuation Industry
	<i>Choose 2 of:</i>	
	2005632	Government and the Economy
	2000546	Macroeconomic Issues
	200065	Political Economy
Year 3 Spring		Elective
		Elective
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

BEC Economic Analysis and Policy Key Program

General Information

This course is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. Qualification for this award requires the successful completion of 240 credit points including the units listed in the BEC Economic Analysis and Policy Key Program. Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

The BEC Economic Analysis and Policy Key Program is designed for those with a keen interest in economics and public policy. It can lead to careers in a variety of areas including policy analysis and economic consultancy. Flexibility on the program allows students to pursue either a traditional economics program with a strong quantitative component, or a program that exposes them to alternatives to the traditional economic paradigms.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Economics (Economic Analysis and Policy)</i>
<i>Head of Program:</i>	<i>Dr John Ablett</i>
	<i>Email: j.ablett@uws.edu.au</i>
	<i>Phone: 02 4620 3252</i>

Professional Career Opportunities

Possible career opportunities for graduates of the Bachelor of Economics include:

- Cost-benefit analyst
- Economic adviser
- Economic forecaster
- Economic policy analyst
- Economist
- High profile policy adviser to governments and private enterprise
- Labour market economist
- Management professional in the private or public sector or in banking and insurance
- Market analyst
- Property consultant
- Trade adviser

Study sequence

The recommended study sequence for students who are enrolled full-time in the BEc Economic Analysis and Policy Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200525	Principles of Economics
	200101	Accounting Information for Managers
	200540	Globalisation and Australia
	200048	Financial Institutions and Markets
Year 1 Spring	200488	Corporate Financial Management
	200052	Introduction to Economic Methods
	200549	The Australian Macroeconomy
		Elective
Year 2 Autumn	200547	Macroeconomic Theory
	200532	Government and the Economy
	200531	Industry Economics and Markets
	200053	Economic Modelling
Year 2 Spring		Elective
		Elective
		Elective
		Elective
Year 3 Autumn	200530	Microeconomic Theory and Applications
	200546	Macroeconomic Issues
	<i>Choose 2 of:</i>	
	200064	History of Economic Thought
	200054	Applied Econometrics
	200065	Political Economy
Year 3 Spring		Elective
		Elective
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

BEC International Trade and Finance Key Program

General Information

This course is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. Qualification for this award requires the successful completion of 240 credit points including the units listed in the BEC International Trade and Finance Key Program. Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

The BEC International Trade and Finance Key Program equips students with economic and financial knowledge that is appropriate to a range of careers in international commerce and financial institutions in general.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Economics (International Trade and Finance)</i>
<i>Head of Program:</i>	<i>Dr John Ablett</i>
	<i>Email: j.ablett@uws.edu.au</i>
	<i>Phone: 02 4620 3252</i>

Professional Career Opportunities

Possible career opportunities for graduates of the Bachelor of Economics include:

- Cost-benefit analyst
- Economic adviser
- Economic forecaster
- Economic policy analyst
- Economist
- High profile policy adviser to governments and private enterprise
- Labour market economist
- Management professional in the private or public sector or in banking and insurance
- Market analyst
- Property consultant
- Trade adviser

Study sequence

The recommended study sequence for students who are enrolled full-time in the BEc International Trade and Finance Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200525	Principles of Economics
	200101	Accounting Information for Managers
	200540	Globalisation and Australia
	200048	Financial Institutions and Markets
Year 1 Spring	200488	Corporate Financial Management
	200052	Introduction to Economic Methods
	200549	The Australian Macroeconomy
		Elective
Year 2 Autumn	200547	Macroeconomic Theory
	200533	Globalisation and Australia
	200531	Industry Economics and Markets
	200053	Economic Modelling
Year 2 Spring	200541	Globalisation and Trade
		Elective
		Elective
		Elective
Year 3 Autumn	200538	Global Labour Markets
	200055	International Finance
	<i>Choose 2 of:</i>	
	200064	History of Economic Thought
	200054	Applied Econometrics
	200065	Political Economy
	2000546	Macroeconomic Issues
Year 3 Spring		Elective
		Elective
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

BEC Property and Urban and Regional Development Key Program

General Information

This course is internationally recognised as a prestigious and high quality degree. It is designed to provide a broad based and highly flexible education in understanding how the economy functions. Qualification for this award requires the successful completion of 240 credit points including the units listed in the BEC Property and Urban and Regional Development Key Program. Students should have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

The BEC Property and Urban and Regional Development Key Program is designed for those with a keen interest in economics who also wish to gain knowledge relevant to working in the property industry and regional government planning agencies.

<i>Campuses offered:</i>	<i>Parramatta</i>
<i>Degree duration:</i>	<i>3 years full-time / 6 years part-time</i>
<i>Degree received upon graduation:</i>	<i>Bachelor of Economics (Property and Urban and Regional Development)</i>
<i>Head of Program:</i>	<i>Dr John Ablett</i>
	<i>Email: j.ablett@uws.edu.au</i>
	<i>Phone: 02 4620 3252</i>

Professional Career Opportunities

Possible career opportunities for graduates of the Bachelor of Economics include:

- Cost-benefit analyst
- Economic adviser
- Economic forecaster
- Economic policy analyst
- Economist
- High profile policy adviser to governments and private enterprise
- Labour market economist
- Management professional in the private or public sector or in banking and insurance
- Market analyst
- Property consultant
- Trade adviser

Study sequence

The recommended study sequence for students who are enrolled full-time in the BEc Property and Urban and Regional Development Key Program is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200525	Principles of Economics
	200101	Accounting Information for Managers
	200540	Globalisation and Australia
	200048	Financial Institutions and Markets
Year 1 Spring	200488	Corporate Financial Management
	200052	Introduction to Economic Methods
	200549	The Australian Macroeconomy
		Elective
Year 2 Autumn	200547	Macroeconomic Theory
	200601	Introduction to Property
	200073	Economics of Planning and the Environment
	200053	Economic Modelling
Year 2 Spring	200531	Industry Economics and Markets
		Elective
		Elective
		Elective
Year 3 Autumn	200750	Property Portfolio Analysis (V2)
	200598	Property Development
	200075	Urban and Regional Economics
	200749	Property Investment
Year 3 Spring		Elective
		Elective
		Elective
		Elective

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at: http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.

5. Bachelor of Financial Advising (BFA)

The Bachelor of Financial Advising is a professional degree course which equips graduates with the necessary knowledge and skills and prepares them to face the challenges of working in the financial advising industry. The financial advising industry is an emerging area and this course will supply graduates who have undertaken a comprehensive program in one or more of the three complementary fields of Accounting, Taxation and Financial Planning.

Students enrolled in the Bachelor of Financial Advising can complete the Financial Planning and/or Accounting Stream.

Course Structure

Qualification for this award requires the successful completion of 240 credit points, including the units listed in the recommended study sequence below. Students must have no more than 100 credit points of Level 1 units and no fewer than 60 credit points of Level 3 units.

Accreditation

Students having completed the core units and the accounting stream units will have met the educational requirements for registration with the Tax Agents' Board. Depending upon the electives and alternates chosen, this degree satisfies the accreditation requirements of the Financial Planning Association of Australia and the Australian Securities and Investments Commission (ASIC), as well as Certified Practising Accountants (CPA) Australia and The Institute of Chartered Accountants in Australia (ICAA) for entry into their CPA and CA programs respectively. In order to meet entry requirements to the Certified Financial Planning (CFP) professional educational programs offered by the Financial Planning Association of Australia students will need to complete units in the Financial Planning Stream.

Campuses offered:

Parramatta

Degree duration:

3 years full-time / 6 years part-time

Degree received upon graduation:

Bachelor of Financial Advising

Head of Program:

Mrs Kimberly Ferlauto

Email: k.ferlauto@uws.edu.au

Phone: 02 9685 9867

Professional Career Opportunities

Possible career opportunities for graduates of the Bachelor of Financial Advising include roles in the areas of:

- Financial planning
- Insurance advising
- Retirement planning
- Funds management
- Financial advising
- Corporate accounting/ advising
- Banking

More information can be found in the handbook at
<http://handbook.uws.edu.au/hbook/course.aspx?course=2727.4>

The structure of and streams offered in the BFA and related professional career opportunities are as follows.

Study sequence: The recommended study sequence for students who are enrolled full-time in the Bachelor of Financial Advising is outlined below.

Year, Semester, Unit Number and Unit Title		
Year 1 Autumn	200101	Accounting Information for Managers
	200184	Introduction to Business Law
	200525	Principles of Economics
	200182	Quantitative Techniques
Year 1 Spring	200111	Financial Accounting Applications
	200116	Management Accounting Fundamentals
	200183	Law of Business Organisations
	200264	Managing Professionals
Year 2 Autumn	200554	Law of Commercial Obligations
	200187	Taxation Law
	200488	Corporate Financial Management
		Elective
Year 2 Spring	200747	Professional Relationships and Communication in Business
		Elective
		Elective
		Elective
Year 3 Autumn	200266	State Taxes and GST
		Elective
		Elective
	<i>Choose 1 of:</i>	
	200267	Advanced Accounting (required unit in Accounting Stream)
	200271	Financial Services Law (required unit in Financial Planning Stream)
Year 3 Spring	200627	Financial Planning
	200186	Advanced Taxation Law
		Elective
		Elective

Streams in the Bachelor of Financial Advising

In addition to the core units previously listed, students choosing to complete the Accounting Stream and/or the Financial Planning Stream must include the below listed Stream-specific units in their study programme.

BFA Accounting Stream

Unit Number and Unit Title

200109 Corporate Accounting Systems

200188 Systems Design and Audit

200267 Advanced Accounting

BFA Financial Planning Stream

Unit Number and Unit Title

200265 Personal Asset Management

200272 Insurance Advising – Theory and Practice

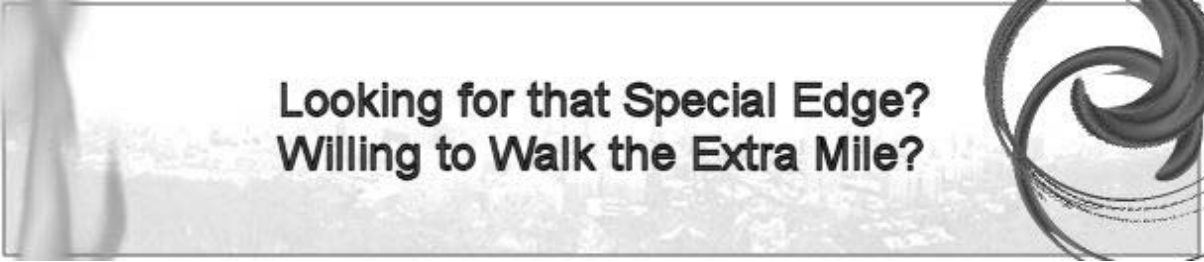
200624 Estate and Succession Planning

200569 Retirement Planning

NB: For most units some prior knowledge is assumed. This prior knowledge may be additional to that gained in pre-requisite units and is set out in the unit outline or can be accessed online at:

http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASPX

Students with advanced standing, part-time students and students who commence their studies in the Spring semester should consult their Head of Program at academic advising sessions for information on their recommended study sequence.



Looking for that Special Edge?
Willing to Walk the Extra Mile?

2

Honours Opportunities in Business and Law Advance Your Life – Advance Your Career

★★★★★★★★

A UWS Honours degree that makes a difference:

Karina Wardle has a strong passion for working in the Hospitality industry and upon successfully completing the Bachelor of Business (Hospitality Management) at UWS, industry professionals encouraged her to pursue an Honours degree.

Here is what Karina says: “My experience of Honours at UWS was a journey of personal development proving valuable in nurturing my research and management skills within a supportive environment. Honours presents an opportunity to develop and manage a research project of your interest which provides significant benefits to both career prospects and the pursuit of a higher research degree.”

The Honours degree served Karina in her work in the sector, and gained her entry into a PhD.

★★★★★★★★

Interested? Then contact the College of Business and Law Honours Coordinator Dr. Gregory Teal by emailing greg.teal@uws.edu.au

Doing an Honours degree in the College of Business and Law is an exciting opportunity. If you have just completed your Bachelor degree with a high GPA or if you have had considerable workplace experience and wish to advance your career, further build your knowledge, communication and research skills, then one of our Honours degrees in Business and Law may just be the right option for you.

An Honours degree holds significant status in the academic and broader community, because it includes an original research project culminating in an Honours Thesis, and may give you direct entry into a Masters Honours or PhD.

With an Honours degree, your current or future employers know that you are among UWS's highest achieving students and part of a selective program. Most organisations value research and evaluation, and an Honours degree is the best way for you to develop your skills in research, writing, analysis and evaluation.

6. Bachelor of Business and Commerce (Retail Management)

The Bachelor of Business and Commerce (Retail Management) is designed for students who wish to acquire the skills needed to effectively manage in the retail environment. The course considers the way in which retail organisations are managed and the strategic issues faced by retail managers. Managers of modern retail businesses must have broad business knowledge as well as practical skills in retail. To ensure that students obtain both the knowledge and skills required the course is designed to fully integrate a Certificate III in Retail and the Certificate IV in Retail Management into the Bachelor of Business and Commerce (Retail Management).

The course is taught by both UWS College and the College of Business. Students will follow a set course structure and the key program units will integrate UWS graduate attribute based learning outcomes and the Certificate III and IV units of competency throughout the entire 4 year degree (in blended key program units). This is a unique course and is available by direct entry only.

For further information about the course refer to the course handbook available from the Head of Program (Mr Ned Doyle, Email: n.doyle@uws.edu.au, Phone: 02 9685 9690).

7. Combined Degrees

The Bachelor of Business and Commerce, the Bachelor of Business and Commerce (Advanced Business Leadership) and the Bachelor of Economics can be combined with other degrees within the University of Western Sydney.

The Bachelor of Business and Commerce degree can be combined with:

- Bachelor of Arts
- Bachelor of Information and Communications Technology
- Bachelor of International Studies
- Bachelor of Laws
- Bachelor of Science

The Bachelor of Business and Commerce (Advanced Business Leadership) degree can be combined with:

- Bachelor of Laws

The Bachelor of Economics degree can be combined with:

- Bachelor of Laws

You can obtain detailed information about the course duration, course structure and units by accessing <http://www.myfuture.uws.edu.au> by calling the UWS Course Information Centre on 1300 897 669 or by emailing study@uws.edu.au

8. Law Degrees

Campbelltown students considering entry to a Law degree should contact Dr Stephen Janes (s.janes@uws.edu.au) and Parramatta students should contact Mr John Juriansz (j.juriansz@uws.edu.au)

9. High Achievers

Every year we recognise the outstanding academic achievement of our students through the Dean's Merit List. This list includes the names of those students who, in the previous academic year, completed at least 40 credit points, had a grade point average (GPA) of 6.0 or greater, and were in the top 10 percent of the College cohort.

Business students who, at the conclusion of their degree, have achieved a GPA of 5.0 or above may be eligible to undertake an Honours degree. An Honours degree is a one year full-time course, which entails research training, advanced coursework units and the completion of a major research thesis under the supervision of academics who have expertise in the area of research.

Equally, high-achieving Law students who have a GPA of 5.5, generally without any failures, may be eligible for an Honours degree on Law.

10. Essential Information for Students

Information on student rules, policies and procedures can be found online on the UWS website (www.uws.edu.au) under the 'Quicklinks' tab on the top of the page. An essential website for students to bookmark is the "Current Students" site, which can be accessed via: http://www.uws.edu.au/currentstudents/current_students. Students should regularly check the UWS website for updated information on dates, enrolment, timetabling and other related information. Some of the most commonly accessed rules, policies and procedures are outlined below.

10.1 Academic Misconduct

Academic misconduct may include cheating, plagiarism and/or collusion. The University takes any form of academic misconduct seriously. Academic misconduct can result in students receiving zero for an assessment item, receiving a fail grade in a unit and in extreme cases can result in exclusion from the university.

Plagiarism involves suiting or presenting work in a unit as if it were the student's own work done expressly for that particular unit when, in fact, it was not. Most commonly, plagiarism exists when:

- a. the work submitted or presented was done, in whole or in part, by an individual other than the one submitting or presenting the work;
- b. parts of the work are taken from another source without reference to the original author; or
- c. the whole work, such as an essay, is copied from another source such as a website or another student's essay.

Collusion includes inciting, assisting, facilitating, concealing or being involved in plagiarism, cheating or other academic misconduct with others.

Cheating includes but is not limited to:

- a. dishonest or attempted dishonest conduct during an examination;
- b. bringing into the examination room any textbook, notebook, memorandum, other written material or mechanical or electronic device (including mobile phones), or any other item, not authorised by the examiner;
- c. writing an examination or part of it, or consulting any person or materials outside the confines of the examination room, without permission to do so;
- d. leaving answer papers exposed to view, or attempts to read other students' examination papers; or
- e. cheating in take-home examinations, which includes, but is not limited to:
 - i. making available notes, papers or answers in connection with the examination (in whatever form) to others without the permission of the relevant lecturer;
 - ii. receiving answers, notes or papers in connection with the examination (in whatever form) from another student, or another source, without the permission of the relevant lecturer; and
 - iii. unauthorised collaboration with another person or student in the formulation of an assessable component of work.

For the full definition of academic misconduct and the consequences of such behaviour, students are advised to read the Academic Misconduct policy in its entirety, refer to:

<http://policies.uws.edu.au/masterlist.php>

10.2 Referencing

The College of Business and Law uses the Harvard style of referencing or bibliographic citation. It uses an author-date system rather than a footnoted numbered system e.g. (Smith, 2009). The UWS library includes information about this referencing system at

<http://library.uws.edu.au/citing.php?arg=1&p=ast>

It is important to first consult your unit outline, learning guide, lecturer or tutor for the preferred citation style for each unit and assessment you undertake.

Note that law units in the College of Business and Law use the Australian Guide to Legal Citation, which can be found at: <http://library.uws.edu.au/citing.php?arg=1&p=ast>

10.3 Advanced Standing (Academic Credit)

If you have completed studies at another university, private college or TAFE, you may be eligible for credit for that study.

If you intend applying for Advanced Standing, please go to:

http://www.uws.edu.au/currentstudents/current_students/applying_to_study/advanced_standing

If you have a completed qualification from TAFE or a private college provider, you can view the units you will receive credit for and finalise your Advanced Standing electronically at:

http://www.uws.edu.au/currentstudents/current_students/applying_to_study/vetuws_pathways

The Head of Program for your Key Program can also advise you on your entitlement to Advanced Standing and students will have an opportunity to submit advanced standing applications at their academic advising sessions.

10.4 Special Consideration

Students should notify the University when they have suffered serious misadventure, or have extenuating circumstances (see definitions below) and as a result, have:

- a. been prevented from meeting an assessment deadline;
- b. performed below their usual standard during an assessment, including formal examinations;
- c. been unable to attend a compulsory component of their course.

The University has specific criteria, requirements (e.g. supporting documentation) and set deadlines for applying for special consideration and students are strongly encouraged to read the relevant sections of the Special Consideration Policy in addition to the Assessment Policy and Examinations Policy. Please refer to <http://policies.uws.edu.au/masterlist.php>

10.5 Student Administration Forms

Throughout your years of study at UWS you will find there are many forms you will need to complete at one time or another. Each of these forms can be found at: <http://pubsites.uws.edu.au/student/forms/>

10.6 Students with a Disability

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The Disability Service deals exclusively with issues relating to students with a disability or chronic health conditions. The Disability Service has the responsibility of ensuring students with a disability or a chronic health condition are provided with appropriate advice, support and services that enable the student to access and participate in all aspects of University life. The university will identify barriers and implement appropriate strategies to facilitate participation.

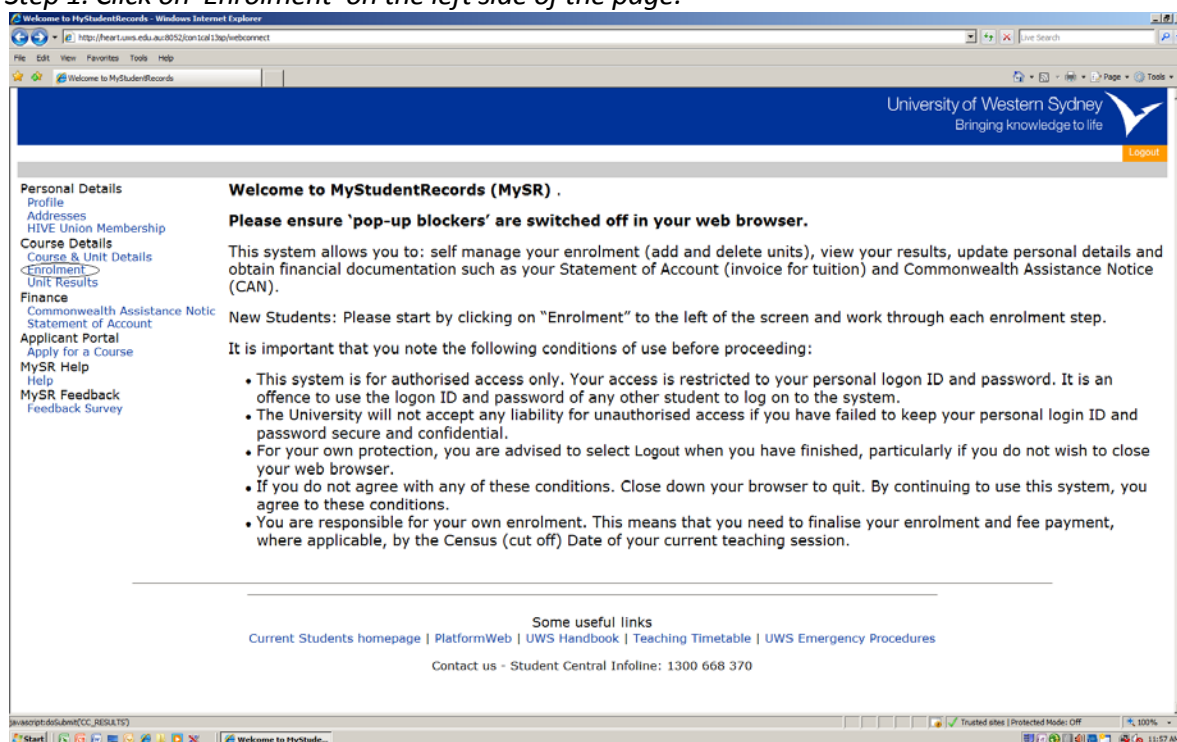
More detailed information can be found at:

http://www.uws.edu.au/currentstudents/current_students/getting_help/disability_service

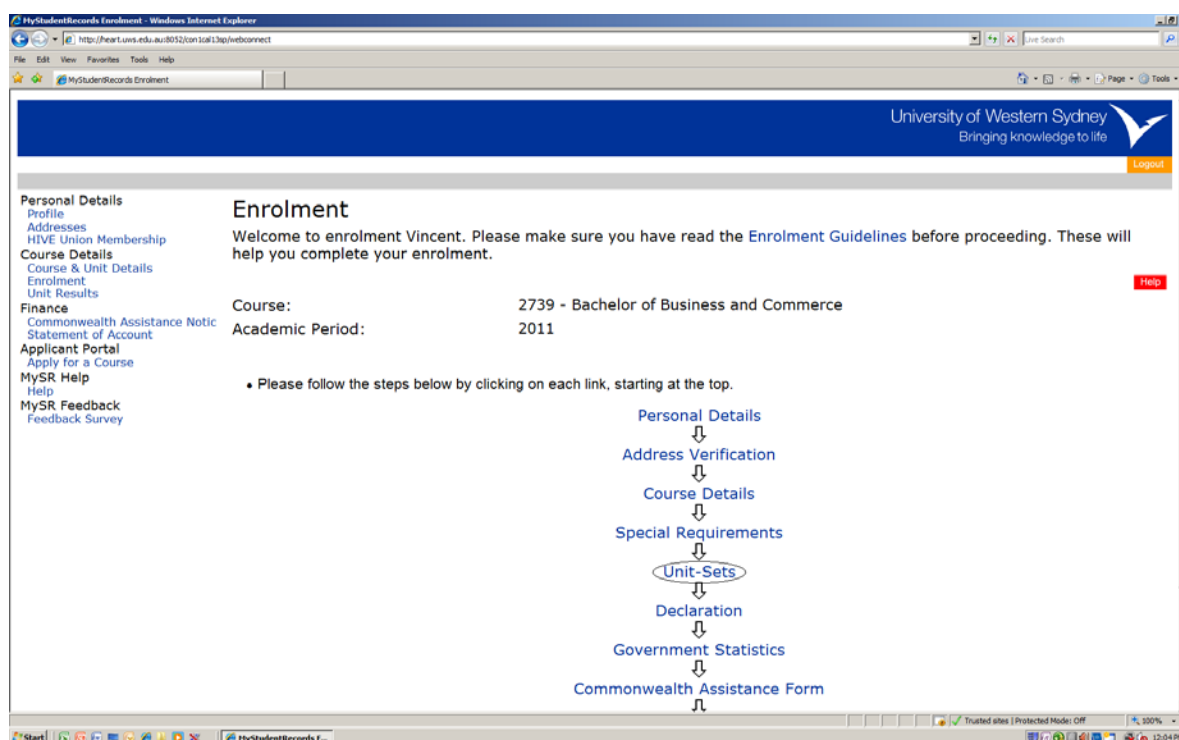
11. How to Select a Key Program in MySR

The following are Step by Step instructions on how to choose your Key Program on MySR. You will need to log into MySR via <http://myuws.edu.au>

Step 1. Click on 'Enrolment' on the left side of the page.



Step 2. Click on the word 'Unit-Sets'.



Step 3. Click on the long grey button called 'Click here to add a Key Program, Major or Submajor to your course'.

Step 4. Click on the drop down arrow next to the Unit Set Category, select "KPTTESTAMUR" and click the 'Search' button.

Step 5. You will see a list of Key Programs. Select the Key Program you wish to add by ticking the box in the 'Add' column and then press the 'Add' button on the bottom of the page.

Select Unit Set

Search Results

If the Display Superior(s) button is displayed for a unit set, it requires a parent unit set. In these cases, you must be enrolled in a superior unit set, otherwise you will not be able to enrol in the selected unit set.

Unit Set Code	Version	Title	Category	Add
KT2000	1	Accounting	KPTESTAMUR	<input type="checkbox"/>
KT2002	1	Applied Finance	KPTESTAMUR	<input type="checkbox"/>
KT2004	1	Economics and Finance	KPTESTAMUR	<input type="checkbox"/>
KT2006	1	Financial Mathematics	KPTESTAMUR	<input type="checkbox"/>
KT2007	1	Global Operations and Supply Chain Management	KPTESTAMUR	<input type="checkbox"/>

1 2 3 Next

Add New Search Cancel

Some useful links
[Current Students homepage](#) | [PlatformWeb](#) | [UWS Handbook](#) | [Teaching Timetable](#) | [UWS Emergency Procedures](#)
 Contact us - Student Central Infoline: 1300 668 370

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Step 6. Click the 'Confirm' button.

Unit Set Selection

Student ID:
 Name:
 Course: 2739 - Bachelor of Business and Commerce

Unit set Code	Version	Title	Category	Selection Date	End Date	Status	Parent Unit Set	Action
KT2000	1	Accounting	KPTESTAMUR					<input type="checkbox"/> REMOVE

Confirm Click here to add a Key Program, Major or Submajor to your course

Re-enrolment Navigation (back to all Self-enrolment steps)
 Next Step: [Government Statistics](#)

Some useful links
[Current Students homepage](#) | [PlatformWeb](#) | [UWS Handbook](#) | [Teaching Timetable](#) | [UWS Emergency Procedures](#)
 Contact us - Student Central Infoline: 1300 668 370

Once the table is highlighted in yellow it means you have been successful in selecting your Key Program.

Unit Set Selection

Student ID:
Name:
Course: 2739 - Bachelor of Business and Commerce

Unit set Code	Version	Title	Category	Selection Date	End Date	Status	Parent Unit Set	Action
KT2000	1	Accounting	KPTSTAMUR	19/01/2011		ENROLLED		END

Re-enrolment Navigation (back to all [Self-enrolment steps](#))
Previous Step: [Special Requirements](#) Next Step: [Declaration](#)

Some useful links
[Current Students homepage](#) | [PlatformWeb](#) | [UWS Handbook](#) | [Teaching Timetable](#) | [UWS Emergency Procedures](#)
 Contact us - Student Central Infoline: 1300 668 370

Student can email mysrhelp@uws.edu.au or call the MySR Helpline on 1300 668 370 if they need additional help in using MySR to update or change unit sets.

12. 'Are You Ready?' Checklist

	Tick
1. Enrol online via MySR (http://myuws.edu.au) and ensure your personal and contact details are correct.	<input type="checkbox"/>
2. Complete Commonwealth support documentations or pay tuition fees.	<input type="checkbox"/>
3. If applicable , apply for advanced standing .	<input type="checkbox"/>
4. Check academic advising schedule and attend an Academic Advising session.	<input type="checkbox"/>
5. Choose your Key Program on MySR (for BBC students)	<input type="checkbox"/>
6. Confirm your unit enrolment for 2011.	<input type="checkbox"/>
7. Obtain a student ID card from Student Central on your campus.	<input type="checkbox"/>
8. Obtain a parking permit if you plan to park your car at University (http://parking.uws.edu.au/student.asp)	<input type="checkbox"/>
9. Once tutorial registration opens, register for tutorials and build your personal timetable on PlatformWeb (http://platformweb.uws.edu.au)	<input type="checkbox"/>
10. Ensure you know how to navigate the Library website (http://library.uws.edu.au) and visit the Library on your home campus	<input type="checkbox"/>
11. Learn how to access the University computers, printers, e-learning (vUWS) sites and student email.	<input type="checkbox"/>
12. Book for a Student Learning Workshop to improve your academic learning skills (http://www.uws.edu.au/student_learning_unit/slu)	<input type="checkbox"/>
13. Attend Orientation on your home campus (www.uws.edu.au/orientation)	<input type="checkbox"/>

Adapted from:

http://www.uws.edu.au/currentstudents/current_students/your_first_year/first_year_central/starting_out_checklist

13. Key Contacts at the University of Western Sydney and the College of Business and Law

Heads of Programs

Degree	Name	Email	Phone
BBC (Accounting)	Ms Sharne Simmons	s.simmons@uws.edu.au	02 4620 3403
BBC (Advanced Business Leadership)	Ms Laurel Jackson	la.jackson@uws.edu.au	02 9685 9197
BBC (Applied Finance, Economics and Finance)	Dr John Ablett	j.ablett@uws.edu.au	02 4620 3252
BBC (Financial Mathematics)	Dr Rehez Ahlip	r.ahlip@uws.edu.au	02 9685 9178
BBC (Global Operations and Supply Chain Management, Hospitality Management, Sport Management)	Mr Tim Hall	management@uws.edu.au	02 9685 9858
BBC (Human Resource Development and Organisations Development, Human Resource Management and Industrial Relations, Management)	Ms Louise Ingersoll	management@uws.edu.au	02 9685 9085
BBC (International Business, International Business and Global Management)	Dr Daniela Spanjaard	d.spanjaard@uws.edu.au	02 9685 9638
BBC (Marketing)	Mr Ned Doyle	n.doyle@uws.edu.au	02 9685 9690
BBC (Property)	Mr Norman Harker	n.harker@uws.edu.au	02 9685 9268
BBC (Undecided/No Key Program)	Ms Maike Sundmacher	bbc_core@uws.edu.au	02 9685 9223
BEc	Dr John Ablett	j.ablett@uws.edu.au	02 4620 3252
BFA	Ms Kimberly Ferlauto	k.ferlauto@uws.edu.au	02 9685 9867

First Year Advisors

School	Name	Email	Phone
Accounting	Ms Susan Green	s.green@uws.edu.au	02 9685 9207
Economics and Finance	Dr Gulay Avsar	g.avsar@uws.edu.au	02 9685 9344
Law	Dr Michelle Sanson	m.sanson@uws.edu.au	02 9685 9622
Management	Dr Santha Fernandez	s.fernandez@uws.edu.au	02 9685 9849
Marketing	Ms Francine Garlin	f.garlin@uws.edu.au	02 9685 9688

Campus Security

Campus	Location	Phone
24 hour Security Hotline		0414 240 458
Bankstown	Building 10, Room 17	02 9772 6331
Campbelltown	Building 21, Room 1.40	02 4620 3131
Parramatta	Building EA, Room G.02	02 9685 9169

Other Help

Help	Email	Phone
Counselling Services – Central Booking Number	counseling@uws.edu.au	02 9852 5199
Disability Services – Central Booking Number	disability@uws.edu.au	02 9852 5199
E-Learning Service Desk (vUWS)	vuws@uws.edu.au	02 9852 5252
Library Services Desk		02 9852 5353
MySR Help	mysrhelp@uws.edu.au	1300 668 370
Student Info Line	studentcentral@uws.edu.au	1300 668 370