Pre-2011 majors for the Master of Commerce

The following majors outline the units of study available for pre-2011 students completing their Master of Commerce. The units available for 2012 are not indicated in the following lists – for details of available units refer to list of Postgraduate units available for the current year on the Business School website or the University’s Unit of Study Handbook (for non-Business School units).

All CISS, ECMT, ECON, ECOP, GOVT, LAWS and USSC units are non-Business School units.

Students who require assistance in substituting units for majors should contact the Student Information Office.

Accounting (Master of Commerce and combined Master of Commerce programs, except the MCom/MPAcc)

Requirements for the major

Students who intend to complete a major in Accounting must complete the following foundation level unit of study as prerequisites for this major:

- ACCT5001 Accounting Principles

To obtain an Accounting major, students must complete four elective units of study (24 credit points) from the following (at least three of the electives (18 credit points) must be ACCT coded units of study):

- ACCT6001 Intermediate Financial Reporting
- ACCT6002 International Accounting
- ACCT6003 Financial Statement Analysis
- ACCT6005 Management Control Systems
- ACCT6006 Advanced Managerial Accounting
- ACCT6007 Contemporary Issues in Auditing
- ACCT6010 Advanced Financial Reporting
- ACCT6014 Designing Accounting Systems
- ACCT6015 Extended Performance Reporting
- ACCT6116 Corporate Collapse
- ACCT6118 Public Sector Accounting
- ACCT6119 Public Sector Accounts and Accountability
- ACCT6120 Corporate Governance and Accountability
- ACCT6101 Special Topic in Accounting
- CLAW6026 Concepts of Australian Taxation/Taxation Law and Practice
Please Note: ACCT5001 is the prerequisite unit for most of the 'ACCT' units of study. Other prerequisites may apply.

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Accounting (Master of Commerce and Master of Professional Accounting)

Requirements for the major

To obtain an Accounting major, students must complete four elective units of study (24 credit points) from the following (at least three of the electives (18 credit points) must be ACCT coded units of study):

- ACCT6002 International Accounting
- ACCT6003 Financial Statement Analysis
- ACCT6005 Management Control Systems
- ACCT6006 Advanced Managerial Accounting
- ACCT6014 Designing Accounting Systems
- ACCT6015 Extended Performance Reporting
- ACCT6116 Corporate Collapse
- ACCT6118 Public Sector Accounting
- ACCT6119 Public Sector Accounts and Accountability
- ACCT6120 Corporate Governance and Accountability
- ACCT6101 Special Topic in Accounting
- CLAW6026 Concepts of Australian Taxation/Taxation Law and Practice
- CLAW6028 Corporate Governance, Law and Ethics
- FINC6017 Mergers and Acquisitions
- FINC6021 Corporate Valuation
- INFS6012 Business Process Integration
- INFS6013 Risk Management and BIS Assurance/Information Risk, Governance and Assurance
- INFS6015 Business Process Management
- INFS6016 Technology-Enabled Business Innovation
- INFS6101 Special Topic in Business Information Systems/Information Systems Research A
- INFS6106 Information Systems Research B
- WORK6119 The Innovative Firm
- WORK6121 Founders of Enterprise

**Please Note:** ACCT5001 is the prerequisite unit for most of the 'ACCT' units of study. Other prerequisites may apply.

**Note.** Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

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**Banking (Master of Commerce and combined Master of Commerce programs)**

**Requirements for the major**

Students who intend to complete a major in Banking must complete the following foundation level units of study as prerequisites for this major:

- ECON5001 Microeconomic Theory
- ECON5002 Macroeconomic Theory
- FINC5001 Capital Markets and Corporate Finance

To obtain a Banking major, students must complete four elective units of study (24 credit points) comprising:

(i) two compulsory units of study (12 credit points), as follows:

- BANK6002 Bank Management
- BANK6003 Global Supervision of Bank Risks

(ii) two elective units of study (12 credit points) selected from the following:

- ACCT6003 Financial Statement Analysis
- BANK6005 International Banking
- CLAW6031 International Financial Crime
- FINC6000 Quantitative Finance
- FINC6003 Broking and Market Making
- FINC6005 Advanced Asset Pricing
- FINC6007 Financial Strategy
Please note: The core foundation unit, FINC5001, is the prerequisites/corequisite for the ‘BANK’ and almost all ‘FINC’ units. Other non-FINC unit may have different prerequisites.

Please Note: All 'ECON' units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Business and Security (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

To obtain a Business and Security major, students must complete four units of study (24 credit points), comprising:

(i) one compulsory unit of study (six credit points):

- CISS6003 Business and Security

(ii) three elective units of study (18 credit points) selected from the following:

- CISS6001 New Security Challenges
- CISS6002 Strategy and Security in the Asia-Pacific
- CISS6004 Disease and Security
- CISS6005 Ethics, Law and War
- CISS6006 Statebuilding and Fragile States
- CISS6007 Terrorism in the Asia-Pacific Region
- CISS6008 Population and Security
- CISS6009 Research Essay 1
- CISS6011 Special Topic in International Security
- CISS6012 Civil-Military Relations
- CISS6013 Middle East Conflict and Security
- CISS6014 Human Security
- CISS6015 Alliances and Coalition Warfare
- CISS6016 Chinese Foreign and Security Policy
- CISS6017 Transnational Threats and Organised Crime
- CISS6018 Nuclear Arms Control and Non-proliferation
- IBUS6003 Managing International Risk
- TPTM6390 Logistics in Humanitarian Aid Projects

Please Note: All 'CISS' units of study are offered through the Centre for International Security Studies, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

**Business and Society (Master of Commerce and combined Master of Commerce programs)**

Please Note: This major will **NOT** be available to students commencing after 2009. Continuing (Pre-2009 commencing) students may complete this major following the requirements set out below or in the Handbook of the year they commenced their degree.

**Requirements for the major**

For continuing (pre-2009 commencing) students to complete a major in Business and Society, students must have completed the following foundation level unit of study as a prerequisite for the major:

- GOVT5001 Business, Government and Society

For a Business and Society major, continuing students must complete four elective units of study (24 credit points) selected from the following:

- CISS6001 New Security Challenges
- CISS6003 Business and Security
- CISS6004 Disease and Security
- CISS6008 Population and Security
- CISS6012 Civil-Military Relations
- GOVT6146 International Risk Analysis
- GOVT6155 Scandals and Corruption
- GOVT6157 Corporate Citizenship
- GOVT6300 Deliberation and Public Engagement (12 credit points)
Please Note: All 'GOVT' units of study are offered through the Department of Government and International Relations, Faculty of Arts and Social Sciences. All 'CISS' units of study are offered through the Centre for International Security Studies, Faculty of Arts and Social Sciences. All 'USSC' coded units of study are offered the United States Studies Centre.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Business Decision Sciences (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Business Decision Sciences must complete the foundation level units of study as prerequisites for this major:

- ECMT5001 Principles of Econometrics
- ECON5001 Microeconomic Theory
- MKTG5002 The Psychology of Business Decisions OR MKTG6014 The Psychology of Business Decisions

To obtain Business Decision Sciences major, students must complete four units of study (24 credit points), comprising:

(i) two compulsory units of study (12 credit points), as follows:

  - ECMT6510 Management Decision Making OR QBUS6320 Management Decision Making
(ii) two elective units of study (12 credit points) selected from the following list of units of study:

- ECMT6002 Econometric Applications
- ECMT6003 Applied Business Forecasting
- ECMT6005 Applied Discrete Choice Modelling
- ECMT6006 Applied Financial Econometrics
- ECMT6007 Panel Data Econometrics /Analysis of Panel Data
- ECMT6008 Business Operations Analysis OR QBUS6310 Business Operations Analysis
- ECMT6030 Forecasting for Economics and Business
- ECMT6901 Econometric Modelling
- ECON6006 Market Structure and Strategic Behaviour

Please note: The core unit of study ECMT5001 is the prerequisite units of study for all of the 'ECMT' units of study and ECON5001 is the prerequisite for all 'ECON' units of study in this major.

Please Note: All 'ECMT' and 'ECON' units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Business Information Systems (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Business Information Systems must complete the following foundation level unit of study as a prerequisite for the major:

- INFS5000 Business Information Systems/Information and Systems in Organisations

To obtain a Business Information Systems major, students must complete four elective units of study (24 credit points) from the following:

- INFS6001 BIS Management/Managing Information and Systems
- INFS6002 BIS Strategy/Strategic Information Systems Management/ Strategic Information Systems Sourcing
• INFS6004 BIS Change Management/Information Systems Change Management/Business Transformation Projects
• INFS6012 Business Process Integration/Enterprise Systems Management
• INFS6013 Risk Management and BIS Assurance/Information Risk, Governance and Assurance
• INFS6014 BIS Project Management/Project Management OR INFS5001 Project Management
• INFS6015 Business Process Management
• INFS6016 Technology-Enabled Business Innovation
• INFS6017 Strategic Information and Knowledge Management
• INFS6018 Managing Business Intelligence
• INFS6020 BIS Innovation Transformation and Change
• INFS6021 Information Governance
• INFS6101 Special Topic in Business Information Systems/Information Systems Research A
• INFS6106 Information Systems Research B

**Note.** Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

**Australian Computer Society (ACS) professional accreditation**

Students planning to satisfy the accreditation requirements of the ACS should include in their degree a prescribed set of units of study, including a major in Business Information Systems. The required units of study are listed below:

1. The core unit of study: INFS5000/INFS5001
2. at least five advanced (6000-level) 'INFS' elective units (30 credit points) from those listed above.

For further information regarding registration, requirements contact the Australian Computer Society.

**Business Law (Master of Commerce and combined Master of Commerce programs except MCom/MPAcc)**

**Requirements for the major**

Students who intend to complete a major in Business Law must complete the following foundation level unit of study as a prerequisite for the major:

- CLAW5001 Legal Environment of Business
To obtain a Business Law major, students must complete four elective units of study (24 credit points) selected from the following:

- CLAW6002 Corporations Law/Corporate Structures of Business
- CLAW6005 Regulation of Capital Markets
- CLAW6006 Insolvency Law/Regulatory Response to Business Failure
- CLAW6007 Issues in Law and International Business
- CLAW6026 Concepts of Australian Taxation/Taxation Law and Practice
- CLAW6028 Corporate Governance, Law and Ethics
- CLAW6029 Concepts of Chinese Taxation
- CLAW6030 China’s Legal Environment for Business
- CLAW6031 International Financial Crime
- CLAW6032 Regulating Innovation and Distribution

Please Note: The foundation level unit of study CLAW5001 is the prerequisite unit for many of the 'CLAW' units of study in this major.

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Business Law (Master of Commerce and Master of Professional Accounting)

Please note: This version of the Business Law major is only available to students enrolled in the combined Master of Commerce and Master of Professional Accounting degree.

Requirements for the major

To obtain a Business Law major, students must complete four elective units of study (24 credit points) selected from the following:

- CLAW6005 Regulation of Capital Markets
- CLAW6006 Insolvency Law/Regulatory Response to Business Failure
- CLAW6007 Issues in Law and International Business
- CLAW6026 Concepts of Australian Taxation/Taxation Law and Practice
- CLAW6028 Corporate Governance, Law and Ethics
- CLAW6029 Concepts of Chinese Taxation
- CLAW6030 China’s Legal Environment for Business
- CLAW6031 International Financial Crime
- CLAW6032 Regulating Innovation and Distribution

Please Note: The foundation level unit of study CLAW5001 is the prerequisite unit for many of the 'CLAW' units of study in this major.
**Note.** Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

**Business Statistics (Master of Commerce and combined Master of Commerce programs)**

**Requirements for the major**

Students who intend to complete a major in Business Statistics must complete the foundation level unit of study ECMT5001 *Principles of Econometrics* as a prerequisite for the major.

To obtain a Business Statistics major, students must complete four elective units of study (24 credit points) from the following:

- ECMT6002 *Econometric Applications*
- ECMT6003 *Applied Business Forecasting*
- ECMT6005 *Applied Discrete Choice Modelling*
- ECMT6006 *Applied Financial Econometrics*
- ECMT6007 *Panel Data Econometrics /Analysis of Panel Data*
- ECMT6008 *Business Operations Analysis OR QBUS6310 Business Operations Analysis*
- ECMT6030 *Forecasting for Economics and Business*
- ECMT6510 *Management Decision Making OR QBUS6320 Management Decision Making*
- ECMT6901 *Econometric Modelling*

**Please note:** The foundation level unit of study ECMT5001 is the prerequisite unit for all the 'ECMT' units of study in this major.

**Please Note:** All 'ECMT' and 'ECON' units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

**Note.** Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

**Economics (Master of Commerce and combined Master of Commerce programs)**

**Requirements for the major**
Students who intend to complete a major in Economics must complete the following foundation level units of study as a prerequisite for the major:

- ECON5001 Microeconomic Theory
- ECON5002 Macroeconomic Theory

To obtain an Economics major, students must complete four elective units of study (24 credit points) selected from the following:

- ECON6001 Microeconomic Analysis 1
- ECON6002 Macroeconomic Analysis 1
- ECON6003 Mathematical Methods on Economic Analysis
- ECON6004 Economics for e-Commerce
- ECON6006 Market Structure and Strategic Behaviour
- ECON6008 International Money and Finance
- ECON6009 Economics of the Labour Market
- ECON6010 Public Economics
- ECON6016 Trade and Development
- ECON6018 Environmental Economics
- ECON6021 Financial Economics
- ECON6023 International Trade
- ECON6024 Private Equity
- ECON6025 Strategic Decision Making
- ECON6026 Strategic Business Relationships
- ECON6027 Experimental Economics
- ECON6101 Special Topic in Economics

Please Note: All ‘ECON’ units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Employment Relations and Human Resource Management Major (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Employment Relations and Human Resource Management must complete the following foundation level (core) unit of study as the prerequisite for the major:
To obtain an Employment Relations and Human Resource Management major, students must complete four units of study (24 credit points) from the following:

(i) one compulsory unit of study (six credit points), as follows:

- WORK6018 International Industrial Relations

(ii) three elective units of study (18 credit points) selected from the following list of units of study:

- IBUS6018 Business Negotiations
- WORK6012 Industrial Relations Policy
- WORK6017 Human Resource Strategies
- WORK6022 Special Topic in WOS
- WORK6030 Performance and Rewards
- WORK6031 Recruitment and Selection
- WORK6034 Human Resource Development/Talent Management
- WORK6108 International Dimensions of HRM
- WORK6115 Managing Diversity at Work
- WORK6116 Employment and the Law
- WORK6117 Managing HR and Knowledge Systems
- WORK6119 The Innovative Firm
- WORK6120 Research Essay
- WORK6121 Founders in Enterprise
- WORK6130 Leadership in Organisations

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Entrepreneurship (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in entrepreneurship must complete the following foundation level (core) unit of study as the prerequisite for the major:

- IBUS5011 Foundations of Entrepreneurship OR IBUS6011 New Business Opportunities and Startups

To obtain an Entrepreneurship major, students must complete four units of study (24 credit points), selected from the following:
• ECON6024 Private Equity
• FINC6017 Mergers and Acquisitions
• IBUS6007 International Business Special Project
• IBUS6012 International Entrepreneurship/Business Growth and Innovation
• IBUS6013 Entrepreneurial Restructuring and Renewal/Business Restructuring and Renewal
• IBUS6014 Intellectual Property Management
• IBUS6015 Innovation and Enterprise Special Project
• IBUS6016 Social Entrepreneurship
• IBUS6017 Enterprise and the Creative Industries
• IBUS6018 Business Negotiations
• MKTG6004 New Product Development
• MKTG6013 International and Global Marketing
• MKTG6015 Electronic Marketing
• MKTG6019 Marketing in the Asia-Pacific Region
• WORK6121 Founders of Enterprise

Please Note: The foundation level unit of study, MKTG5001, is the prerequisite for all of the 'MKTG' units of study within this major. For other non-'IBUS' units of study other prerequisites may apply.

Please Note: All ‘ECON’ units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Finance (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Finance must complete the following foundation level (core) unit of study as the prerequisite for the major:

• FINC5001 Capital Markets and Corporate Finance

To obtain a Finance major, students must complete four units of study (24 credit points); selected from the following units of study (a minimum of three of the electives must be ‘FINC’ coded units):

• CLAW6031 International Financial Crime
• ECMT6006 Applied Financial Econometrics
• ECON6008 International Money and Finance
• ECON6021 Financial Economics
• FINC6000 Quantitative Finance
• FINC6001 Intermediate Corporate Finance
• FINC6003 Broking and Market Making
• FINC6005 Advanced Asset Pricing
• FINC6007 Financial Strategy
• FINC6009 Portfolio Theory and its Applications
• FINC6010 Derivative Securities
• FINC6013 International Business Finance
• FINC6014 Fixed Income Securities
• FINC6015 Global Trading
• FINC6016 Financial Instruments and Markets
• FINC6017 Mergers and Acquisitions
• FINC6019 Financial Modelling
• FINC6021 Corporate Valuation
• FINC6022 Behavioural Finance
• FINC6023 Financial Risk Management

Note: The core/foundation unit, FINC5001, is the prerequisite for most of the ‘FINC’
units of study within this major. For non-FINC prefixed units other prerequisites may
apply.

Please Note: All 'ECMT' and ‘ECON’ units of study are offered through the School of
Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of
Postgraduate Business School units of study on the Business School website or the
University’s Unit of Study Handbook (non-Business School units) for units available
for the current year.

Governance (Master of Commerce and combined
Master of Commerce programs)

Please Note: This major will NOT be available from 2009. Continuing (Pre-2009
commencing) students may complete this major following the requirements set out
below or in the Handbook of the year they commenced their degree.

Requirements for the major

For continuing (pre-2009 commencing) students to complete a Governance major,
they must complete four units of study (24 credit points), comprising:

(i) one compulsory unit of study (six credit points) selected from the following:

- GOVT6316 Policy Making, Power and Politics
- GOVT6319 Governance and Public Policy Making
(ii) three elective units of study (18 credit points) selected from the following:

- ACCT6015 Extended Performance Reporting
- ACCT6118 Public Sector Accounting
- CISS6003 Business and Security
- CISS6004 Disease and Security
- CISS6008 Population and Security
- CISS6012 Civil-Military Relations
- ECON6004 Economics for e-Commerce
- ECOP6102 Analysing Economic Policy Documents
- GOVT6123 Globalisation and Governance
- GOVT6135 Global Environmental Politics
- GOVT6156 Governance and Civil Society
- GOVT6300 Deliberation and Public Engagement (12 credit points)
- GOVT6301 Government and Business Ethics
- GOVT6311 Issues in Public Policy
- GOVT6316 Policy Making, Power and Politics (if not taken as core)
- GOVT6317 Politics of Consultation
- GOVT6318 Crises, Disasters and Public Sector Management
- GOVT6319 Governance and Public Policy Making (if not taken as core)
- GOVT6327 Managing Public Expenditure
- GOVT6331 Public Management and Governance/International Public Management
- GOVT6337 Work and Family: International Perspectives
- USSC6902 US Politics: Competing Centres of Power/ US Politics: Presidency and Congress
- USSC6903 US Foreign and National Security Policy
- USSC6904 US Financial Institutions and Culture
- USSC6905 US Economic Policy and Regulation

Please Note: All 'GOVT' units of study are offered through the Department of Government and International Relations, Faculty of Arts and Social Sciences. All 'CISS' units of study are offered through the Centre for International Security Studies, Faculty of Arts and Social Sciences. All 'USSC' coded units of study are offered the United States Studies Centre.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

International Business (Master of Commerce and combined Master of Commerce programs)

Requirements for the major
To obtain an International Business major, students must complete four units of study (24 credit points), comprising

(i) two compulsory units of study (12 credit points), as follows:

- IBUS6001 International Business Strategy
- IBUS6002 Cross-Cultural Management

(ii) two elective units of study (12 credit points) selected from the following units of study:

- ACCT6002 International Accounting
- BANK6003 Global Supervision of Bank Risks
- CISS6003 Business and Security
- CISS6007 Terrorism in the Asia-Pacific Region
- CISS6013 Middle East Conflict and Security
- CLAW6007 Issues of Law and International Business
- CLAW6030 China’s Legal Environment for Business
- ECON6008 International Money and Finance
- ECON6016 Trade and Development
- ECON6024 Private Equity
- FINC6013 International Business Finance
- FINC6015 Global Trading
- IBUS6003 Managing International Risk
- IBUS6004 International Business Alliances
- IBUS6005 Ethical Issues in International Business/ Ethical International Business Decisions
- IBUS6006 Comparative International Management
- IBUS6007 International Business Special Project
- IBUS6008 Export Management
- IBUS6012 International Entrepreneurship/Business Growth and Innovation
- IBUS6013 Entrepreneurial Restructuring and Renewal/Business Restructuring and Renewal
- IBUS6014 Intellectual Property Management
- IBUS6015 Innovation and Enterprise Special Project
- IBUS6016 Social Entrepreneurship
- IBUS6017 Enterprise and the Creative Industries
- IBUS6018 Business Negotiations
- IBUS6019 Strategy and Emerging Markets
- MKTG6013 International and Global Marketing
- MKTG6019 Marketing in the Asia-Pacific Region
- TPTM6130 Transport and Logistics Management
- TPTM6260 International Logistics
- TPTM6390 Logistics in Humanitarian Aid Projects
- TPTM6440 International Freight Transportation
- USSC6903 US Foreign and National Security Policy
- USSC6904 US Financial Institutions and Culture
For this major no particular core/foundational units required. However, core units may be required as prerequisites for certain elective units of study.

Please Note: All ‘CISS’ units of study are offered through the Centre for International Security Studies, Faculty of Arts and Social Sciences. All ‘ECON’ units of study are offered through the School of Economics, Faculty of Arts and Social Sciences. All 'USSC' coded units of study are offered the United States Studies Centre.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Marketing (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Marketing must complete the following foundation level (core) unit of study as the prerequisite for the major:

- MKTG5001 Marketing Principles

To obtain a Marketing major, students must complete four units of study (24 credit points), comprising:

(ii) one compulsory unit of study (six credit points), as follows:

- MKTG6007 Consumer Behaviour

(iii) three elective units of study (18 credit points), selected from the following units (a minimum of two electives must be ‘MKTG’ coded units):

- CLAW6032 Regulating Innovation and Distribution
- IBUS6013 Business Restructuring and Renewal (formerly titled Entrepreneurial Restructuring and Renewal)
- IBUS6014 Intellectual Property Management
- MKTG6001 Marketing Research Concepts
- MKTG6003 Marketing Strategy
- MKTG6004 New Product Development
- MKTG6005 Marketing Communications
• MKTG6006 Creative Communications in Marketing
• MKTG6013 International and Global Marketing
• MKTG6015 Electronic Marketing/Digital and Social Media Marketing
• MKTG6016 Brand Management
• MKTG6017 Retail Marketing
• MKTG6018 CRM-Customer Relationship Management
• MKTG6020 Business Marketing
• MKTG6101 Special Topics in Marketing 1
• MKTG6103 Services Marketing
• MKTG6104 The Psychology of Business Decisions
• WORK6121 Founders of Enterprise

Note: The core/foundation unit, MKTG5001, is the prerequisite for all of the ‘MKTG’ units of study within this major. For non-MKTG prefixed units other prerequisites may apply.

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Organisational Analysis and Strategy (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

For this major, no particular foundation level (5000) units of study are required, however particular foundation level units of study may be prerequisites for elective options in this major.

To obtain an Organisational Analysis and Strategy major, students must complete four units of study (24 credit points), comprising:

(i) two compulsory units of study (12 credit points), as follows:

- WORK6001 Organisational Analysis
- WORK6002 Foundations of Strategic Management

(ii) two elective units of study (12 credit points) selected from the following list of units of study:

- ACCT6005 Management Control Systems
- IBUS6006 Comparative International Management
- IBUS6013 Entrepreneurial Restructuring and Renewal/Business Restructuring and Renewal
- IBUS6014 Intellectual Property Management
For this major no particular core/foundational units required. However, core units may be required as prerequisites for certain elective units of study.

**Note.** Not all these units will be available each year, please refer to the list of [Postgraduate units of study on the Business School website](#) for units available for the current year.

**Quantitative Finance (Master of Commerce and combined Master of Commerce programs)**

**Requirements for the major**

Students who intend to complete a major in Quantitative Finance must complete the following foundation level (core) units of study as the prerequisite for the major:

- ECMT5001 Principles of Econometrics
- FINC5001 Capital Markets and Corporate Finance

To obtain a Quantitative Finance major, students must complete four units of study (24 credit points), comprising:

(i) three compulsory units of study (18 credit points), as follows:

- FINC6000 Quantitative Finance
- FINC6005 Advanced Asset Pricing
- FINC6009 Portfolio Theory and Its Applications

(iii) one elective unit of study (six credit points) selected from the following:

- ECMT6003 Applied Business Forecasting
- ECMT6006 Applied Financial Econometrics
- FINC6010 Derivative Securities
- FINC6014 Fixed Income Securities
Please Note: All ‘ECON’ and ‘ECMT’ units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Strategic Management Major (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

For this major, no particular foundation level (5000) units of study are required, however particular foundation level units of study may be prerequisites for elective options in this major.

To obtain a Strategic Management major, students must complete four units of study (24 credit points), comprising:

(i) two compulsory unit of study (12 credit points), as follows:

- WORK6002 Foundations of Strategic Management
- ECON6026 Strategic Business Relationships

(ii) two elective units of study (12 credit points) selected from the following list of units of study:

- ACCT6120 Corporate Governance and Accountability
- ECON6006 Market Structure and Strategic Behaviour
- ECON6025 Strategic Decision Making
- FINC6007 Financial Strategy
- FINC6017 Mergers and Acquisitions
- IBUS6001 International Business Strategy
- IBUS6006 Comparative International Management
- BUS6013 Business Restructuring and Renewal/Entrepreneurial Restructuring and Renewal
- IBUS6014 Intellectual Property Management
- IBUS6016 Social Entrepreneurship
- IBUS6017 Enterprise in the Creative Industries
- IBUS6018 Business Negotiations
- MKTG6003 Marketing Strategy
- TPTM6170 Value Chain Management
- WORK6001 Organisational Analysis
- WORK6026 Organisational Change and Development
- WORK6033 Management and Organisational Ethics/Organisational Sustainability
- WORK6111 Management Consulting
- WORK6118 Managing Communication in Organisations
- WORK6119 The Innovative Firm
- WORK6120 Research Essay
- WORK6121 Founders of Enterprise
- WORK6130 Leadership in Organisations

Please Note: All ‘ECON’ units of study are offered through the School of Economics, Faculty of Arts and Social Sciences.

Note. Not all these units will be available each year, please refer to the list of Postgraduate Business School units of study on the Business School website or the University’s Unit of Study Handbook (non-Business School units) for units available for the current year.

Supply Chain and Logistics Management (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

For this major, no particular foundation level (5000) units of study are required, however particular foundation level units of study may be prerequisites for elective options in this major.

To obtain a Supply Chain and Logistics Management major, students must complete four units of study (24 credit points), comprising:

(i) two compulsory units of study (12 credit points), as follows:

- TPTM5001 Logistics and Supply Chain Management OR TPTM6155 Logistics and Supply Chain Management (foundation unit for major)
- TPTM6170 Value Chain Management (capstone unit for major)

(ii) two elective units of study (12 credit points) selected from the following units of study:

- TPTM6115 Organisational Logistics
- TPTM6130 Transport and Logistics Management/ Transport and Logistics Economics/Transport and Logistics Strategy
- TPTM6160 Aviation Management and Logistics
• TPTM6180 Geographical Information Systems
• TPTM6190 Logistics Systems
• TPTM6200 Maritime Logistics
• TPTM6210 Reverse Logistics and Closed Loop SCM
• TPTM6222 Railway Planning and Operations
• TPTM6224 Intelligent Transport and Logistic Systems
• TPTM6240 Public Transport Policy and Planning
• TPTM6241 Transport Modes and Systems
• TPTM6260 International Logistics
• TPTM6270 Innovations in Logistics and Supply Chains
• TPTM6290 Special Topic in Supply Chain Management
• TPTM6310 Project Management in Supply Chains
• TPTM6350 Strategic Transport Modelling
• TPTM6360 Traffic Systems Management and Control
• TPTM6370 Manufacturing Logistics
• TPTM6380 Retail Logistics Management
• TPTM6390 Logistics in Humanitarian Aid Projects
• TPTM6400 Strategic and Operational Procurement
• TPTM6425 Survey Design and Management/Collecting, Managing and Assessing Data
• TPTM6440 International Freight Transport
• TPTM6450 Transport Policy
• TPTM6470 Sustainable Transport and Logistic Systems
• TPTM6495 Analysis Tools for Transport and Logistics

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.

Taxation Major (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

Students who intend to complete a major in Taxation must complete the foundation level unit of study CLAW5001 Legal Environment of Business as a prerequisite for the major.

To obtain Taxation major, students must complete four elective units of study (24 credit points) from the following:

• CLAW6026 Concepts of Australian Taxation/Taxation Law and Practice
• LAWS6118 Taxation of Partnerships and Trusts
• LAWS6125 Taxation of Corporate Finance/Taxation of Financial Transactions
• LAWS6128 Comparative International Taxation
• LAWS6153 Comparative Corporate Taxation
Transport Management (Master of Commerce and combined Master of Commerce programs)

Requirements for the major

To obtain a Transport Management major, students must complete four units of study (24 credit points), comprising:

(i) two compulsory units of study (12 credit points):

- TPTM6241 Transport Modes and Systems (foundation unit for major)
- TPTM6450 Transport Policy (capstone unit for major)

(ii) two elective units of study (12 credit points) selected from the following:

- TPTM6115 Organisational Logistics
- TPTM6130 Transport and Logistics Management/ Transport and Logistics Economics/Transport and Logistics Strategy
- TPTM5001 Logistics and Supply Chain Management OR TPTM6155 Logistics and Supply Chain Management
- TPTM6160 Aviation Management and Logistics
- TPTM6180 Geographical Information Systems
- TPTM6190 Logistics Systems
- TPTM6200 Maritime Logistics
- TPTM6210 Reverse Logistics and Closed Loop SCM
- TPTM6222 Railway Planning and Operations
- TPTM6224 Intelligent Transport and Logistic Systems
- TPTM6240 Public Transport Policy and Planning
- TPTM6350 Strategic Transport Modelling
• TPTM6360 Traffic Systems Management and Control
• TPTM6390 Logistics in Humanitarian Aid Projects
• TPTM6425 Survey Design and Management/Collecting, Managing and Assessing Data
• TPTM6440 International Freight Transportation
• TPTM6470 Sustainable Transport and Logistics Systems
• TPTM6495 Analysis Tools for Transport and Logistics

Note. Not all these units will be available each year, please refer to the list of Postgraduate units of study on the Business School website for units available for the current year.