Bachelor of Business (Finance) (BS05)

Year offered: 2011
Admissions: Yes
CRICOS code: 003491G
Course duration (full-time): 3 years
Course duration (part-time): 6 years
Domestic Fees (indicative): 2011: CSP $4,506 per semester (indicative)
International Fees (indicative): 2011: $10,900 (indicative) per semester (subject to annual review)
Domestic Entry: February and July
International Entry: February, July and November
Assumed knowledge: English (4, SA) and Maths A, B or C (4, SA)
Preparatory studies: For information on acquiring assumed knowledge visit http://www.qut.edu.au/assumed-knowledge
Total credit points: 288
Standard credit points per full-time semester: 48
Standard credit points per part-time semester: 24
Course coordinator: Director of Undergraduate Studies, QUT Business School; email: bus@qut.edu.au
Discipline coordinator: Dr John Chen
Campus: Gardens Point

Your degree at a glance
Year 1
You will build a base of broad business knowledge through the core units, covering all areas of business from accounting and economics through to marketing and international business. You will gain generic skills in all areas and an understanding of how businesses operate within the commercial and legal environment. You will begin your major with skills in interpreting economic data for business decision making. Business cycles, foreign exchange markets, terms of trade and the significance of the international economy will also be covered.

Year 2
You will build a deeper understanding of the fundamental concepts of finance – the time value of money and the effect of interest rates, diversification and its role in forming an investment portfolio, and the relationship between risk and return. The types of financial markets and instruments traded, such as shares, bonds and futures, will also be introduced. You will also choose a second study area, such as accounting, economics, or further finance studies, which will help to shape your career.

Year 3
Project work and research assignments will hone your practical skills and prepare you for the workplace. You will develop valuation skills relevant to shares and derivatives. You can also act as a corporate treasurer for a semester, using data facilities in the Securities Dealing Room to gain experience in raising funds and managing the risk and cost of borrowing these funds in the face of unfolding economic scenarios.

Professional recognition
By choosing appropriate units in this course, you will meet the Australian financial professional training standard RG146 Tier 1 compliance, as administered by the Australian Securities and Investments Commission. Graduates of the finance major meet the academic requirements for Associate Membership of the Financial Services Institute of Australasia.

Second study area
Economics second major – Students will meet the educational requirements for Associate Membership of the Financial Services Institute of Australasia. Ordinary Membership of the Economics Society of Australia only requires that students have an interest in the area of Economics. Professional Membership of the Economics Society of Australia (Qld) requires students have held an Ordinary Membership of the Economics Society of Australia for one year and have completed a Bachelor of Business majoring in Economics.

All second majors – Students will meet the educational requirements for Associate Membership of the Financial Services Institute of Australasia.

Students will also meet the academic requirements for enrolment in the Graduate Diploma in Applied Corporate Governance at the Chartered Secretaries Australia. On completion of the Graduate Diploma in Applied Corporate Governance, students will meet the academic requirement for Professional Membership of the Chartered Secretaries Australia.

Financial Services extension – Completion of some units in this extension will enable students to partially meet ASIC RG146 Tier 1 compliance. Refer to ASIC for more details.

Funds Management extension – Completion of some units in this extension will enable students to partially meet ASIC RG146 Tier 1 compliance. Refer to ASIC for more details.
Limits on grades of 3
A new policy concerning grades of 3 came into effect from 1 January 2009 (QUT MOPP C/5.2). With effect from this date grades of 3 are no longer considered a conceded or low pass but are classified as a fail grade. Any grades of 3 awarded prior to 1 January 2009 retain the conceded pass status and will be counted for graduation purposes up to the maximum number of grades of 3 permitted for your course. Grades of 3 incurred in units that commence after 1 January 2009 will not count towards your degree. Further information is available on the Student Services website.

Securities Dealing Room
QUT pioneered the use of real financial data in Queensland universities. Our Securities Dealing Room gives you access to data from Bloomberg, providers of financial data to many of the world's financial institutions. This comprehensive set of data on companies, commodities and economics will be useful in your final year project work, and allow you to apply the theory you learn to conduct real-world financial analysis.

Industry links
Our finance lecturers have a wealth of real-world experience, including consulting with Queensland Treasury, Brisbane City Council, OR, Queensland Transport and Ergon Energy, and guest lecturing with industry bodies such as the Financial Services Institute of Australasia (FINSIA) and CPA Australia.

Practical teaching
Final year project work and research assignment will hone your practical skills and prepare you for the workplace. You will act as a corporate treasurer for a semester, using data facilities in the Securities Dealing Room to gain experience in raising funds and managing the risk and cost of borrowing these funds in the face of unfolding economic scenarios.

Deferment
Domestic students can defer their offer in this course for one year. In exceptional circumstances up to 12 months of additional deferment may be granted.

Find out more on deferment.

Other majors

Abbreviation

BBus(Finance)

Finance (Full-time Semester 1 Entry)

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Finance (Full-time Semester 2 Entry)

Year 1, Semester 2
- BSB113 Economics
- BSB123 Data Analysis
- BSB124 Working in Business
- BSB126 Marketing

Year 2, Semester 1
- BSB110 Accounting
- BSB119 Global Business
- EFB210 Finance 1
- EFB222 Quantitative Methods For Economics and Finance

Year 2, Semester 2
- EFB201 Financial Markets
- EFB307 Finance 2
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Year 3, Semester 1
- EFB223 Economics 2
- EFB312 International Finance
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Year 3, Semester 2
- EFB340 Finance Capstone
  - Remaining Business School Core OR Second Area of Study OR Option (elective) unit
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Year 4, Semester 1
- EFB335 Investments
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Finance (Part-time Semester 1 Entry)

Year 1, Semester 1
- BSB113 Economics
- BSB123 Data Analysis

Year 1, Semester 2
- BSB110 Accounting
- BSB124 Working in Business

Year 2, Semester 1
- EFB222 Quantitative Methods For Economics and Finance
  - Remaining Business School Core OR Second Area of Study OR Option (elective) unit
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Year 2, Semester 2
- EFB210 Finance 1
  - Remaining Business School Core OR Second Area of Study OR Option (elective) unit

Year 3, Semester 1
- EFB223 Economics 2
  - Remaining Business School Core OR Second Area of Study OR Option (elective) unit

Year 3, Semester 2
- EFB201 Financial Markets
  - Remaining Business School Core OR Second Area of Study OR Option (elective) unit

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Finance (Part-time Semester 2 Entry)

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Finance Unit Sets

Primary Major

Finance - 8 Unit Major

- EFB201 Financial Markets
- EFB210 Finance 1
- EFB222 Quantitative Methods For Economics and Finance
- EFB223 Economics 2
- EFB307 Finance 2
- EFB312 International Finance
- EFB335 Investments
- EFB340 Finance Capstone

Second Area of Study

Finance - 6 Unit Major (for non Economics students)

- EFB201 Financial Markets
- EFB210 Finance 1
- EFB222 Quantitative Methods For Economics and Finance
- EFB223 Economics 2
- EFB307 Finance 2
- EFB312 International Finance

Finance - 6 unit Major (for Economics students)

- EFB210 Finance 1
- EFB201 Financial Markets
- EFB307 Finance 2
- EFB312 International Finance
- EFB335 Investments
- EFB340 Finance Capstone

Finance - Minor (for non-Finance students)

- EFB201 Financial Markets
- EFB210 Finance 1
- EFB307 Finance 2

EFB312 International Finance

Finance - Funds Management Extension

- EFB308 Finance 3
- EFB309 Financial Derivatives
- EFB326 Applied Portfolio Management
- EFB333 Introductory Econometrics

Finance - Financial Services Extension

- AYB232 Financial Services Regulation and Law
- EFB310 Financial Institutions - Control
- EFB311 Financial Institutions - Lending
- EFB339 Financial Planning and Investments

Languages Unit Sets

Important Information:

Languages are delivered through an Australian-first alliance between QUT, the University of Queensland (UQ) and Griffith University (GU).

In addition to wide range of option (elective) choices, 6 unit second majors and 4 unit minors are available in the following Languages:

- French (UQ)
- German (UQ)
- Indonesian (UQ)
- Italian (GU)
- Japanese (UQ and GU)
- Korean (UQ)
- Mandarin (QUT)
- Russian (UQ)
- Spanish (UQ and GU)

If you wish to study a language other than Mandarin, you will be able to enrol as a cross institutional student at GU or UQ. You can access enrolment information and the cross institutional application at www.bus.qut.edu.au/courses/languages/

To satisfy requirements of a second major or minor, the same language must be studied and undertaken at the same university.

Students wishing to study a language as a 6 unit major, should enrol in the first language unit in their first semester.

For further information regarding languages, refer to http://www.bus.qut.edu.au/study/languages/
## Finance with Economics Second Major

### Year 1, Semester 1
- BSB113 Economics
- BSB123 Data Analysis
- BSB124 Working in Business
- BSB126 Marketing

### Year 1, Semester 2
- BSB110 Accounting
- BSB119 Global Business
- EFB210 Finance 1
- EFB222 Quantitative Methods For Economics and Finance

### Year 2, Semester 1
- EFB201 Financial Markets
- EFB307 Finance 2
  - Economics Options List
  - Remaining Business School Core OR Option (elective) unit

### Year 2, Semester 2
- EFB312 International Finance
- EFB223 Economics 2
  - Remaining Business School Core OR Option (elective) unit
  - Remaining Business School Core OR Option (elective) unit

### Year 3, Semester 1
- EFB335 Investments
- EFB330 Intermediate Macroeconomics
- EFB331 Intermediate Microeconomics
  - Economics Options List

### Year 3, Semester 2
- EFB340 Finance Capstone
  - Economics Options List
  - Economics Options List
  - Remaining Business School Core OR Option (elective) unit

**Economics Options List**
- Student must choose four from the following:
  - EFB333 Introductory Econometrics
  - EFB334 Environmental Economics and Policy
  - EFB336 International Economics
  - EFB337 Game Theory and Applications

### Important Information
Please note: List of Second Area of Study can be viewed under BS05 (Finance) Unit Sets. BSB111 and BSB115 are the remaining Business School Core units which must be completed. Check unit availability when selecting Second Area of Study units.

## Finance with Accountancy Second Major

### Year 1, Semester 1
- BSB113 Economics
- BSB119 Global Business
- BSB123 Data Analysis
- BSB124 Working in Business

### Year 1, Semester 2
- BSB110 Accounting
- BSB111 Business Law and Ethics
- EFB210 Finance 1
- EFB222 Quantitative Methods For Economics and Finance

### Year 2, Semester 1
- EFB201 Financial Markets
- EFB307 Finance 2
- AYB200 Financial Accounting
- AYB225 Management Accounting

### Year 2, Semester 2
- EFB223 Economics 2
- EFB312 International Finance
- AYB219 Taxation Law
- AYB221 Computerised Accounting Systems

### Year 3, Semester 1
- EFB335 Investments
- AYB340 Company Accounting
  - Remaining Business School Core OR Option (elective) unit
  - Remaining Business School Core OR Option (elective) unit

**Economics Options List**
- Student must choose four from the following:
  - EFB332 Applied Behavioural Economics
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**Finance with International Business Second Major**

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<td>AMB336</td>
<td>International Marketing</td>
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**Year 3, Semester 2**

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<tr>
<td>EFB340</td>
<td>Finance Capstone</td>
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<tr>
<td>MGB340</td>
<td>International Business in the Asia-Pacific</td>
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**Important Information**

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**Finance with Management Second Major**

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<td>BSB123</td>
<td>Data Analysis</td>
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<td>BSB124</td>
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<td>BSB110</td>
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<td>BSB115</td>
<td>Management</td>
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<td>MGB210</td>
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<td>EFB312</td>
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<td>MGB200</td>
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<td>MGB225</td>
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<td>AMB303</td>
<td>International Logistics</td>
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<td>Year 3, Semester 2</td>
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<td>EFB335 Investments</td>
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Finance with Marketing Second Major

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<td>AMB201 Marketing and Audience Research</td>
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Finance with Funds Management Extension

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### Finance with Financial Services Extension

#### Year 1, Semester 1

- **BSB113** Economics
- **BSB123** Data Analysis
- **BSB124** Working in Business
- **BSB126** Marketing

#### Year 1, Semester 2

- **BSB110** Accounting
- **BSB119** Global Business
- **EFB210** Finance 1
- **EFB222** Quantitative Methods For Economics and Finance

#### Year 2, Semester 1

- **BSB111** Business Law and Ethics
- **EFB201** Financial Markets
- **EFB307** Finance 2

#### Year 2, Semester 2

- **EFB311** Financial Institutions - Lending
- **Year 2, Semester 2**

#### Important Information

Please note: List of Second Area of Study can be viewed under BS05 (Finance) Unit Sets. Check unit availability when selecting Second Area of Study units.

### Potential Careers:

Banker, Banking and Finance Professional, Business Analyst, Certified Practicing Accountant, Corporate Secretary, Financial Advisor/Analyst, Financial Project Manager, Government Officer, Home Economist, Investment Manager, Risk Manager, Statistician, Stockbroker.

### UNIT SYNOPSISES

#### AMB200 CONSUMER BEHAVIOUR

This unit provides students with the fundamental theories and models to develop a sound understanding of consumers, their needs, and behaviours. It provides a detailed examination of the consumer decision process and the internal and external influences on this core decision process. The unit also assists students in applying this knowledge to the development, implementation and evaluation of marketing activities within an organisation.

**Prerequisites:** BSB126 or CTB126 or BSB116 or BSB117  
**Antirequisites:** MIB204  
**Equivalents:** AMX200, CTB200  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1
2011 SEM-2 and 2011 SUM

AMB201 MARKETING AND AUDIENCE RESEARCH
This unit provides an introduction to the conduct and evaluation of marketing and audience research across the disciplines of advertising, marketing and public relations. Class members explore how field studies, survey and experimental research are employed to support advertising, marketing and public relations information needs. The unit provides an overview of research process, research design, methods of data collection and analysis, and the development of research proposals to support decision-making. Class members also explore issues related to research on media audiences, research ethics, and the management of client briefings.
Prerequisites: BSB126, CTB126, BSB116, or BSB117
Antirequisites: MIB305, MGB220, COB334
Equivalents: AMX201, CTB201
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and Caboolture
Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

AMB202 INTEGRATED MARKETING COMMUNICATION
In past decades many organisations separated the different forms of marketing communication that convey their corporate and marketing messages. They developed separate plans for their advertising, public relations, direct marketing, personal selling and sales promotion with separate goals, objectives, strategies and budgets. Today many companies recognise the concept of integrated marketing communication which integrates these different functions along with other aspects of the marketing mix that communicate with stakeholders and customers. Integrated marketing communication requires a 'total' approach to planning marketing communication programs and coordinating communication strategies in support of overall brand and product/service marketing objectives.
Prerequisites: BSB126 or CTB126 or BSB116 or BSB117
Antirequisites: COB207, MIB309
Equivalents: AMX202
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and Caboolture
Teaching period: 2011 SEM-1 and 2011 SEM-2

AMB204 PURCHASING AND PROCUREMENT
This unit examines the nature and importance of Procurement in the role of business today. Procurement has become increasingly important and valued by organisations that are part of global supply chains. The management and strategic control of procurement functions in modern businesses adds profit through cost control in businesses and that has gained significance in the drive to maintain profit in internationally competitive markets. Modern procurement professionals require the use of many skills to achieve these outcomes and this unit introduces students to the functions of purchasing and procurement in an organisation.
Prerequisites: BSB119 or CTB119
Antirequisites: IBB312
Credit points: 12
Campus: Gardens Point
Teaching period: 2011 SEM-1

AMB210 IMPORTING AND EXPORTING
Trade has become fundamental to the survival and growth of many businesses in Australia as well as other economies. International business students need an understanding of the many challenges entailed in the management of trade. Import and export practice is an applied, technical and evolving area of international business operations that reflects the dynamic nature of trans-national trade in the global economy. This unit examines the importance of importing and exporting for Australia's economic development.

AMB240 MARKETING PLANNING AND MANAGEMENT
This unit extends the student's knowledge of the fundamental marketing concepts and theories introduced in the Faculty Core unit in Marketing, by adding further breadth and depth of knowledge of marketing and developing skills in the application of this knowledge to marketing planning and management within the business environment. Emphasis is on the role of the marketing manager at the product management level in undertaking analysis, planning, implementation and control of marketing activities.
Prerequisites: BSB126 or CTB126
Antirequisites: AMX240, CTB240
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and Caboolture
Teaching period: 2011 SEM-1 and 2011 SEM-2

AMB303 INTERNATIONAL LOGISTICS
This unit examines international logistics through the concepts of international distribution channels and international supply chain management. Strategy in managing international logistical constraints is emphasised with practical studies of contemporary international supply chain management in international industries. Traditional costs and financial aspects of supply chain management are considered. Contemporary issues are incorporated including: the impact of e-business on international logistics; the evolution of new technologies for 'smart' packaging, warehousing and international stock control; the combination of international services with goods products; recent technological developments in international transportation and product quality control.
Prerequisites: AMB210, IBB210, AMB240, or CTB240
Equivalents: AMX303, IBB303  Credit points: 12  
Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

**AMB336 INTERNATIONAL MARKETING**  
The aim of this unit is to provide students with a thorough understanding of the multiplicity of issues that impact on the development of international marketing strategies and plans and their operational implementation. The unit is highly applied and provides students with the following opportunities: to analyse global international firms, their marketing strategies and various international marketing issues in a variety of geographic and industry contexts; to evaluate methodologies and new practices for handling problems and issues typical of global and international markets and competition; to develop an operationally sound international marketing plan.  
Prerequisites: AMB240, CTB240, AMB210, or IBB210  
Equivalents: AMX336, IBB213  Credit points: 12  
Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**AMB340 SERVICES MARKETING**  
This unit explores the special characteristics of services that distinguish the marketing of services from goods. Topics include: the distinctive aspects of consumer decision-making relative to services and the implications for marketing strategy formation; the management of demand and supply; customer services and its influence on service satisfaction; service quality management and measurement; internationalisation of the service sector and distribution modes for services that reflect the significant impacts of new technologies on service delivery.  
Prerequisites: AMB219 or CTB219  
Antirequisites: MIB311  
Equivalents: AMX340, CTB340  Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point and Caboolture  
Teaching period: 2011 SEM-1 and 2011 SEM-2

**AYB200 FINANCIAL ACCOUNTING**  
Financial Accounting examines of the accounting concepts and procedures relevant to both partnership and corporate structures within the context of the accounting profession's conceptual framework and the relevant accounting standards and Corporations Law requirements. Topics include: the formation, operation, financial reporting and disclosure for both partnerships and companies; accounting for leases; and the professional role of accountants. The emphasis is on the effect of the different forms of ownership on the financial statements.  
Prerequisites: BSB110 or CTB110  
Equivalents: AYB121, AYX200  Credit points: 12  
Campus: Gardens Point  
Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**AYB219 TAXATION LAW**  
This unit introduces students to the statutory framework of the Australian taxation system. Elements in the determination of taxable income and the levy of income tax are examined including general and specific categories of assessable income and allowable deductions, capital gains tax and administration aspects of the tax system. The taxation of fringe benefits is also examined. The unit concludes with a brief overview of the taxation of partnerships, trusts and companies and the goods and services tax. Emphasis is placed on developing students' skills in problem solving through research and analysis of taxation issues.  
Prerequisites: BSB111 or CTB111  
Antirequisites: LWB364  
Equivalents: AYB325, AYX219  
Credit points: 12  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

**AYB221 COMPUTERISED ACCOUNTING SYSTEMS**  
This unit provides an examination of the concepts, processes and issues relevant to computerised accounting systems including: accounting information systems; internal controls; design and development of computerised accounting systems including general ledger and reporting cycle, revenue cycle, expenditure cycle and payroll cycle; computer fraud, security and crime; accessing accounting information; and accounting in an electronic environment. Practical application of these concepts is enhanced by the use of accounting software such as MYOB, spreadsheet software such as Excel, database software such as Access, and interactive multimedia software such as Accounting Information Systems Cycles.  
Prerequisites: BSB110 or CTB110  
Antirequisites: AYN443  
Equivalents: AYX221  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

**AYB225 MANAGEMENT ACCOUNTING**  
This unit introduces students to accounting systems and techniques that provide management at all levels with information for use in planning, controlling and decision making. This can be contrasted with financial accounting, which provides summary financial information principally for external users (ie shareholders, creditors, banks, etc). Emphasis is placed on developing a range of accounting systems (in particular product costing) which may be used in manufacturing firms, although the principles and concepts used to develop such systems can be adapted to service organisations.  
Prerequisites: BSB110 or CTB110  
Equivalents: AYX225  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2
AYB232 FINANCIAL SERVICES REGULATION AND LAW
This unit deals with the regulation of banks and non-bank financial institutions, the financial institutions' scheme, the banker-customer relationship, laws relating to cheques and other negotiable instruments, negligent advice by financial institutions and other possible grounds of liability in the dealings of financial institutions with customers.
Prerequisites: BSB111 or CTB111  Equivalents: AYB312  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

AYB301 AUDIT AND ASSURANCE
This unit enables students to comprehend the key concepts of auditing as a discipline, to demonstrate the relationship between auditing and the systems of accountability and to demonstrate the differences between manual and EDP audit processes. The unit builds on the knowledge of accounting and accounting standards acquired in prior units by enabling students to understand in detail the audit process (including professional auditing standards and techniques) which leads to the auditor providing an opinion on the financial reports of various types of entities. Ethics and auditor's liability are also covered.
Prerequisites: (AYB221 or INB120) and (AYB340 or AYB220)  Equivalents: AYX301  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

AYB340 COMPANY ACCOUNTING
This unit includes: the preparation of consolidated financial statements; an overview of the statutory requirements that dictate the format and content of published financial reports of companies; the requirements of the Corporations Act 2001 and the major disclosure orientated accounting standards; accounting for income tax; accounting for the acquisition of assets (including entities); accounting for investments in associates; accounting for foreign currency transactions arising from international trading and financing; and the translation of the results of foreign operations.
Prerequisites: AYB200 or AYB121  Equivalents: AYX340  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

BSB110 ACCOUNTING
Accounting data is the basis for decision making in any organisation. Accordingly, the aim of this unit is to provide students with a basic level of knowledge of modern financial and managerial accounting theory and practice so that they can understand how accounting data is used to help make decisions in organisations. The unit covers financial procedures and reporting for business entities, analysis and interpretation of financial statements and planning, control and business decision making.
Antirequisites: BSD110, CNB293, UDB342  Equivalents: BSB110, CTB110  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB111 BUSINESS LAW AND ETHICS
This unit integrates the concepts and principles of business law with the theories and applications of business ethics. The unit makes extensive use of cases in law and ethics to develop knowledge and skills that enable students to analyse, apply and evaluate the legal principles and ethical decision-making processes relevant to modern business practice.
Antirequisites: AYB120, LWS009, LWB145  Equivalents: BSB111, CTB111  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB113 ECONOMICS
This unit introduces students to the key economic concepts and their practical applications. It comprises twelve topics each focusing on a current economic issue. Microeconomic topics include demand and supply, elasticity, production and cost theory and market structure. Macroeconomic topics include measuring GDP, inflation and unemployment, money and banking, and fiscal and monetary policy.
Antirequisites: BSD113, UDB104  Equivalents: BSB113, CTB113  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB115 MANAGEMENT
The unit provides an introduction to the theories and practice of management and organisations. Emphasis is on the conceptual and people skills that are needed in all areas of management and in all areas of organisational life. The unit acknowledges that organisations exist in an increasingly international environment where the emphasis will be on knowledge, the ability to learn, to change and to innovate. Organisations are viewed from individual, group, corporate and external environmental perspectives.
Antirequisites: BSD115  Equivalents: BSB115, CTB115  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB119 GLOBAL BUSINESS
This unit examines the drivers of globalisation and the diversity of country markets at an introductory level. It develops the skills and understanding to identify and respond to the opportunities, challenges and risks of conducting business across politically, economically and culturally diverse environments. An authentic country
feasibility study is undertaken to help identify where a firm can find opportunities both in terms of actual and potential markets and the location for value-adding activities. The unit aims for students to have developed a comprehension of the nature and role of globalisation and the drivers of international business, a. knowledge of the competitive forces and challenges confronting all business as a consequence of globalisation processes and an awareness of the additional knowledge and skills required of management to operate business internationally across a diversity of environments.

**Antirequisites:** BSB116, BSB112, BSD119  **Equivalents:** BSB119, CTB119  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2011 SUM

**BSB123 DATA ANALYSIS**
The ability to collect, analyse, manipulate, understand and report data is an important skill in any work environment. This is particularly true in business where learning to deal with randomness, variation and uncertainty is a vital skill for anyone intending to apply their knowledge. This unit is designed to ensure that students gain the basic tools necessary to allow them to develop this skill. Students will also gain an introduction to many of the quantitative techniques which will be used throughout their further studies in their chosen discipline.

**Antirequisites:** BSB117, BSB122, CTB122, EFB101, MAB101, MAB141, MAB233  **Equivalents:** BSB123  **Credit points:** 12  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2011 SUM

**BSB124 WORKING IN BUSINESS**
This unit will help you to kickstart your study and your career in business regardless of your specific discipline. Not only does "Working in Business" give you an understanding of where business has come from and where it is headed, but you will also gain insights into yourself and how you can develop as both a student and professional in the business world. It covers an overview of business, the important issues for working as a professional in an organisation, and also gives you the opportunity to reflect on your own skills, preferences and career options so you can plan a future that suits you.

**Antirequisites:** BSB114, CTB114, HHB113, BSD124  **Equivalents:** BSB124  **Credit points:** 12  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2011 SUM

**BSB126 MARKETING**
This introductory subject examines the role and importance of marketing to the contemporary organisation. Emphasis is placed on understanding the basic principles and practices of marketing such as the marketing concept, market segmentation, management information systems and consumer behaviour. The unit explores the various elements of the marketing mix, with special reference to product, price, distribution, and promotion, including advertising and public relations. By way of introduction only, key issues relating to services marketing, e-marketing and strategic marketing are also canvassed.

**Antirequisites:** BSB116, BSB126  **Equivalents:** BSB126, CTB126  **Credit points:** 12  **Contact hours:** 4 per week  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2011 SUM

**EFB201 FINANCIAL MARKETS**
This unit introduces students to the institutional structure of global financial markets, and thereby complements the understanding of theoretical finance gained in either BSB122 or EFB210. Topics covered include the functions of financial markets, the banking and payments system, financial system deregulation, non-bank financial institutions, stock exchange operations, debt markets, foreign exchange operations, debt markets, foreign exchange markets, and markets for financial derivatives.

**Prerequisites:** BSB113 or CTB113  **Equivalents:** EFX201  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SUM

**EFB210 FINANCE 1**
This unit covers the following topics: an introduction to the financial institutional framework; an introduction to debt and equity instruments; financial mathematics applied to the pricing of debt and equity securities; a firm's investment decision including Net Present Value (NPV) and Internal Rate of Return (IRR); introduction to risk and uncertainty using the Capital Asset Pricing Model (CAPM) and Weighted Average Cost of Capital (WACC) concept and risk management.

**Prerequisites:** BSB123 or BSB122 or MAB126 or (BSB110 and BSB113)  **Equivalents:** EFX210  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SUM

**EFB222 QUANTITATIVE METHODS FOR ECONOMICS AND FINANCE**
This unit will provide students with the necessary background for advanced study in economics, econometrics and finance. It should also enable them to use basic mathematical and statistical techniques for economic and financial analysis and enable the confident and independent use of these skills. Students will be helped to understand the use of these techniques with reference to real world applications drawn from the fields of economics and finance.
Prerequisites: BSB122 or CTB122, or BSB123 or MAB101 or MAB233  
Antirequisites: EFB101  
Equivalents: EFX222  
Credit points: 12  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

EFB223 ECONOMICS 2
Consumer behaviour, the role of the government in market intervention, allocative efficiency and market structure are some of the fundamental issues in microeconomics addressed in this unit. Business cycles and the related issue of macroeconomic stabilisation policy are analysed and explained within the Australian context. The significance of the international economy is described through a discussion of foreign exchange markets, the Australian dollar and the terms of trade.  
Prerequisites: BSB113 or CTB113 or UDB104  
Equivalents: EFB102, EFX223  
Credit points: 12  
Campus: Gardens Point  
Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

EFB307 FINANCE 2
This unit includes the following topics: the financing decision - capital structure, debt versus equity, lease versus debt, term structure versus default structure of interest rates; the dividend decision - dividends versus capital gains, franked versus unfranked income; firm valuation; free cash flow model; evaluation of takeovers; Risk and Return - diversification, the CAPM model, its practical application and its relationship to efficient market hypothesis; introduction to forwards, futures, options, warrants, convertibles and risk management using financial derivatives.  
Prerequisites: EFB210  
Equivalents: EFX307  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

EFB308 FINANCE 3
This unit includes the following topics: a study of contemporary finance research; CAPM; beta estimation; valuation theory; market efficiency; value at risk; use of finance research tools; anomalies and extension of finance theories. Students are required to complete a research project combining theory and practice. This unit covers many topical areas in contemporary finance research. These include, but are not limited to: asset pricing; beta estimation; market efficiency; value at risk; mutual fund performance; volatility modelling; and the term structure of interest rates. Students are required to complete a research project combining theory and practice.  
Prerequisites: EFB307  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-2

EFB309 FINANCIAL DERIVATIVES
This unit extends students' knowledge of financial derivatives as obtained in Finance 2. Topics include: advanced option pricing models; advanced option trading strategies; exotic options; forward and futures pricing models; hedging commodities and equities by using futures; forward rate agreement and interest rate swaps; financial risk management issues.  
Prerequisites: EFB307  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1

EFB310 FINANCIAL INSTITUTIONS - CONTROL
This unit introduces students to the fundamental principles of controlling the risk profile and capital position of a deposit-taking financial institution to maintain solvency. The basic framework of the unit is based on the regulatory capital adequacy regimes, supplemented by consideration of the more sophisticated internal models of risk developed by financial institutions themselves. Relevant case studies demonstrate the imperative for, and application of, the risk management framework.  
Prerequisites: EFB210  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-2

EFB311 FINANCIAL INSTITUTIONS - LENDING
This unit examines the fundamental motivations for lending by financial institutions, and the ways in which these are reflected in loan market practice. Specific topics cover the theoretical basis of lending as financial intermediation, the purpose and utilization of loans by borrowers, the major costs of lending for financial intermediaries (including a strong focus on credit costs), lenders' compensation, lending relationships, the structural features of loan agreements, loan security and enforcement, and special topics on syndicated lending and project finance.  
Prerequisites: EFB210  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1

EFB312 INTERNATIONAL FINANCE
This unit examines the theory and practice of international finance, including the mechanics and uses of the spot, forward, swap, futures and options markets in foreign exchange; the relationship between domestic and international capital markets; interest rate and exchange rate determination; risk management of foreign exchange; international trade finance; evaluation of offshore investment.  
Prerequisites: EFB210  
Antirequisites: EFB212, IBB202, EFB240  
Equivalents: EFX312  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2
EFB326 APPLIED PORTFOLIO MANAGEMENT
This unit introduces the student to the treasury environment in which financial institutions operate. The key to the unit is the raising of funds and the management of interest rate risk. This unique hands-on unit allows students to develop these skills by trading in a simulated environment of international economic uncertainty. Students have trading parameters within which they should operate. Students must make decisions concerning source of funds, term and duration, interest rate re-set, and risk management with derivatives. Trading will be conducted over a simulated four quarter year.
Prerequisites: EFB210  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-2

EFB330 INTERMEDIATE MACROECONOMICS
This unit develops an analytical framework which can be used to understand and evaluate the macroeconomic performance of the Australian economy. It also provides extensive discussion of the monetary and fiscal policy approaches that are taken to maintain a sustainable economy with low inflation and low unemployment. Key issues addressed include unemployment, inflation, economic growth, saving and the balance of payments.
Prerequisites: EFB223 or EFB102  Equivalents: EFB202, EFX330  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

EFB331 INTERMEDIATE MICROECONOMICS
This unit is designed to develop students’ understanding of microeconomics and its applications at the intermediate level. More specifically, the theoretical and empirical content of this unit provides the basis for understanding the decisions and actions of consumers, firms and governments in modern economies. Furthermore, the unit provides an appreciation of the range of issues to which economics may usefully be applied to improve managerial decision-making and the formulation of public policy to improve the welfare of the community.
Prerequisites: EFB223 or EFB102  Equivalents: EFB211, EFX331  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

EFB332 APPLIED BEHAVIOURAL ECONOMICS
This unit is designed to expose students to current and practical applications of behavioural economics that can be used to improve the understanding of important topics in the area of sports, arts and entertainment. It uses an economic approach to explore topics such as superstardom, fakes, fads and herding behaviour, favouritism, awards and creativity, pressure, pay and performance, positional concerns or outcome uncertainty. The theories and methodological tools learned in this unit can also be applied to other economic areas and industries.
Prerequisites: EFB223 or EFB102  Equivalents: EFX332  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

EFB333 INTRODUCTORY ECONOMETRICS
Economics and finance graduates require some knowledge of econometrics to assist them in the application and testing of behavioural models and to provide quantitative forecasts for informed decision making. This unit aims to provide an introduction to a range of econometric techniques appropriate for students studying economics and finance. The unit will provide an understanding of some core underlying theoretical issues essential for competent econometric modelling and then introduce students to a set of techniques tailored specifically to the needs of economics and finance students.
Prerequisites: EFB222 or EFB101  Antirequisites: EFB200  Equivalents: EFX333  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

EFB334 ENVIRONMENTAL ECONOMICS AND POLICY
The unit introduces students to some of the current environmental and natural resource issues confronting society and how planners and decision-makers could better understand and address these problems using economics. This unit demonstrates that economics has a major role to play in helping us to understand and solve some of the environmental problems facing societies. It will be demonstrated that economics can often be used to help protect the environment rather than harm it. The unit would benefit those who wish to work either in the public or the private sector.
Prerequisites: EFB223 or EFB102  Equivalents: EFX334  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

EFB335 INVESTMENTS
This unit advances the students’ understanding of how investment decisions are made, what securities to invest in, how they fit in a portfolio, what is the impact of transaction costs, the risks associated with investing and performance evaluation of the investment process. This unit aims to provide students with an intermediate to advanced level of investment decision making skills which are essential for finance students in their personal and professional lives.
Prerequisites: EFB307  Antirequisites: EFB318  Equivalents: EFX335  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

EFB336 INTERNATIONAL ECONOMICS
International economics advances student understanding of global markets and positions through theories and analyses of trade, intervention, currencies, current transactions,
capital positions and obligations in an interdependent world. Through considerations of international positions and competitiveness the unit develops a framework for understanding the prospects and challenges facing firms, organisations, institutions and governments active in the international economy and of the wider issues of global progress and stagnation.

**Prerequisites:** EFB330 or EFB202, and EFB331 or EFB211

**Antirequisites:** EFB314

**Equivalents:** EFX336

**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

**EFB337 GAME THEORY AND APPLICATIONS**

This unit presents the basic concepts of game theory and its application to economic phenomena, focussing on how individuals and firms deal with uncertainty and situations involving strategic interactions. The theoretical concepts are illustrated with applications from both the private and public sectors. Contents include the economics of uncertainty and information, asymmetric information, auctions, bargaining, markets and competition.

**Prerequisites:** EFB331 or EFB211

**Equivalents:** EFX337

**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

**EFB339 FINANCIAL PLANNING AND INVESTMENTS**

**Prerequisites:** EFB210

**Antirequisites:** AYB250

**Equivalents:** EFB230

**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

**EFB340 FINANCE CAPSTONE**

This unit is designed to encompass the theory and knowledge gained in the entire Finance Major. The topics included in this unit are project evaluation, investment analysis, corporate valuation and advanced financial decision making. This unit aims to provide students with the forum to practice their finance skills in an applied setting which acts as a bridge between university studies and real-world employment in the financial services industry.

**Prerequisites:** EFB307 and EFB335. EFB335 can be enrolled in the same teaching period as EFB340.

**Equivalents:** EFX340

**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

**MGB200 LEADING ORGANISATIONS**

This unit introduces you to a range of perspectives in understanding human behaviour and its context within organisation structures. The unit also enables you to interpret, analyse, evaluate and explain conditions and consequences of work in organisations with a view to understanding and appreciating complex management issues in day to day experiences in business.

**Prerequisites:** BSB115 or CTB115

**Antirequisites:** MGB211, MGB222, CTB232

**Equivalents:** MGB200

**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**MGB210 MANAGING OPERATIONS**

This unit extends general management approaches to the production operations subsystems of service and manufacturing organisations. The unit focuses on the deployment of productive resources in order to maximise the added value of services and products. Issues of quality and efficiency are considered analytically in terms of broader strategies and constraints. It considers the opportunities that new technology brings to operational strategies in both manufacturing and service. Project management principles are considered in relation to resource deployment and continuous improvement.

**Prerequisites:** BSB115 or CTB115

**Equivalents:** CTB234, MGX210

**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**MGB223 ENTREPRENEURSHIP AND INNOVATION**

This unit introduces students to the nature and characteristics of entrepreneurship and innovation and explores the inter-relationship between the two within contemporary economies from managerial perspective. Learning will be directed towards developing the theoretical and applied knowledge, skills, and attitudes that will support and enhance innovation and enterprise creation activity, through the development of a business plan. The unit is designed for those individuals interested in creating a new venture or working in industries as employees of venture owners or those that serve this sector. Students will have opportunity to build a comprehensive plan of their business concept.

**Prerequisites:** BSB115 or CTB115

**Equivalents:** CTB223, MGX223

**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**MGB225 INTERCULTURAL COMMUNICATION AND NEGOTIATION SKILLS**

The course develops students' abilities to identify and resolve problems in cross-cultural communication or negotiation situations where cultural differences have created misunderstandings or undesirable or unexpected outcomes. It first explores the concept of 'national culture' by considering the work of major theorists of cultural value dimensions - from Hall to Schwartz. Students are encouraged to analyse communication/negotiation process issues in terms of these value dimensions and to practise managing the process of communication/negotiation to improve their outcomes.

**Prerequisites:** BSB115, CTB115, BSB119 or BSB124

**Antirequisites:** MGB312

**Equivalents:** IBB205, MGX225
MGB309 STRATEGIC MANAGEMENT
In this unit fundamental elements of strategy, which can be used in the decision making process, are placed in a framework that is developed within the particular context of Australia's economic development position. The emphasis is upon process and content issues that affect the strategic performance and positioning of the organisation. This involves creating an understanding of the universal building blocks of competitive advantage at the business, corporate and international levels. By understanding the nature and determinants of competitive and strategic advantages, students should enhance their professional competences to be able to take a more strategic and critical perspective.

Prerequisites: MGB200, MGB211, CTB211, MGB222, or CTB232  
Antirequisites: MIB314  
Equivalents: MGX309

MGB310 SUSTAINABILITY IN A CHANGING ENVIRONMENT
This unit provides participants with an opportunity to investigate selected and critical issues in the relationship between business activity and the imperative of creating sustainable futures. The unit draws on interdisciplinary sources to encourage the development of a systemic view that incorporates global, corporate, and personal levels of analysis. The unit prepares participants to make a significant contribution to the sustainable development of organisations and society. The unit will be of value to business and non-business students seeking careers in private, public, and not-for-profit sectors.

Prerequisites: MGB200, MGB211, CTB211, MGB222, or CTB232  
Antirequisites: MGB334, CTB334, MGB212  
Equivalents: MGX310

MGB340 INTERNATIONAL BUSINESS IN THE ASIA-PACIFIC
Australia is situated in the fastest growing region in the world - the Pan-Pacific rim. The aim of this unit is to meet the needs of future business professionals working internationally and particularly within the Pan-Pacific region, to understand the nature of this region’s business environment.

Prerequisites: MGB225, IBB205, IBB217, or IBB208  
Antirequisites: IBB317  
Equivalents: MGX340  
Credit points: 12  
Campus: Gardens Point  
Teaching period: 2011 SEM-2