Bachelor of Business (Management) (BS05)

Management is a crucial activity in organisations of all kinds and is fundamental to success in business. Management skills can be applied in all occupations and industries, providing the widest possible employment prospects. The management major provides analytical, strategic and operational skills and detailed knowledge of the contemporary business environment. Develop skills in creative thinking, decision making, leadership, communication and negotiation, and gain a thorough understanding of operations and change—how to adapt yourself and your team to manage projects and organisations. These skills are fundamental in building a successful career in management.

During your course you will hear from real-world managers and develop your understanding of intercultural communication and negotiation, and managing in a dynamic business environment.

In a series of units specific to this major, you will develop a skill-set to help you succeed as a business manager. You will focus on entrepreneurship and entrepreneurial thinking to enhance your business planning capabilities. You will consider business start-ups and how to make them succeed. From there, you will expand your knowledge into managing business growth and you will investigate how companies seek advantages over their competitors.

In your capstone unit, you will develop a project management plan, demonstrating your knowledge to reach the project goals and those of the organisation while addressing the challenges of time, costs, risk and resources.

If you find problem solving, decision making, achieving targets and motivating people to improve the effectiveness, efficiency and profitability of a business appealing, this might be the path for you.

Career outcomes
Graduates find work in a variety of organisations from small business start-ups to large companies and the public sector. Some positions include:

- team leader
- international management consultant
- project officer
- business development manager
- small business owner/manager.

Professional recognition
You will meet the requirements for membership of the Australian Institute of Management.

Structures and Units

Management major units
- Leading Organisations
- Managing Operations
- Entrepreneurship and Innovation
- Intercultural Communication and Negotiation Skills
- Sustainability in a Changing Environment
- Strategic Management
- Managing Business Growth
- Project Management

Recommended complementary study areas

Extension option
- Management

Second major and minor options
- Human Resource Management
- Marketing
- Accountancy
- International Business
- International Logistics
- Language
- Finance
- Forensics

Additional minor options
- Sales
- Economics

Management Unit Sets

Primary Major

Management - 8 Unit Major
- MGB200 Leading Organisations
- MGB210 Managing Operations
- MGB223 Entrepreneurship and Innovation
- MGB225 Intercultural Communication and Negotiation Skills
- MGB309 Strategic Management
- MGB310 Sustainability in A Changing Environment
- MGB324 Managing Business Growth
- MGB335 Project Management

Second Area of Study

Management - 6 Unit Major
- MGB200 Leading Organisations
- MGB210 Managing Operations
- MGB223 Entrepreneurship and Innovation
- MGB225 Intercultural Communication and Negotiation Skills

Management Extension (for Management Students)
- MGB201 Contemporary Employment Relations
- MGB341 Operational Risk Management
PLUS: any two of the following:
- MGB306 Independent Study
- MGB331 Learning and Development in Organisations
- MGB338 Workplace Learning
- MGB370 Personal and Professional Development

Minor - Entrepreneurship (for non-Management students)
- MGB223 Entrepreneurship and Innovation
- MGB324 Managing Business Growth
PLUS: any two of the following:
- MGB200 Leading Organisations
- MGB210 Managing Operations
- MGB225 Intercultural Communication and Negotiation Skills
- MGB310 Sustainability in A Changing Environment

Minor - Management (for non-Management students)
- MGB309 Strategic Management
PLUS: any two of the following:
- MGB200 Leading Organisations
- MGB210 Managing Operations
- MGB223 Entrepreneurship and Innovation
- MGB225 Intercultural Communication and Negotiation Skills
- MGB310 Sustainability in A Changing Environment

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/

Management (Full-time Semester 1 Entry)

Year 1, Semester 1
BSB115  Management
BSB119  Global Business
BSB124  Working in Business
BSB126  Marketing

Year 1, Semester 2
BSB111  Business Law and Ethics
BSB113  Economics
MGB200  Leading Organisations
MGB225  Intercultural Communication and Negotiation Skills

Year 2, Semester 1
MGB210  Managing Operations
MGB223  Entrepreneurship and Innovation
BSB110  Accounting
BSB123  Data Analysis

Year 2, Semester 2
MGB309  Strategic Management
         Second Area of Study OR Option (elective) unit
         Second Area of Study OR Option (elective) unit
         Second Area of Study OR Option (elective) unit

Year 3, Semester 1
MGB324  Managing Business Growth
         Second Area of Study OR Option (elective) unit
         Second Area of Study OR Option (elective) unit
         Second Area of Study OR Option (elective) unit

Year 3, Semester 2
MGB335  Project Management
MGB310  Sustainability in A Changing Environment
         Second Area of Study OR Option (elective) unit
         Second Area of Study OR Option (elective) unit

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

Management (Full-time Semester 2 Entry)

Year 1, Semester 2
BSB115  Management
BSB119  Global Business
BSB124  Working in Business
BSB126  Marketing

Year 2, Semester 1
BSB111  Business Law and Ethics
BSB113  Economics
MGB210  Managing Operations
MGB223  Entrepreneurship and Innovation

Year 2, Semester 2
MGB200  Leading Organisations
MGB225  Intercultural Communication and Negotiation Skills
BSB110  Accounting
         Second Area of Study OR Option (elective) unit

Year 3, Semester 1
MGB309  Strategic Management
MGB324  Managing Business Growth
BSB123  Data Analysis
         Second Area of Study OR Option (elective) unit

Year 3, Semester 2
### Important Information

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

### Management (Part-time Semester 1 Entry)

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<tr>
<th>Year 1, Semester 1</th>
<th>BS115</th>
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<tr>
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<td>Project Management</td>
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### Year 4, Semester 2

- Second Area of Study OR Option (elective) unit

### Year 5, Semester 1

- BS335 | Project Management

### Year 5, Semester 2

- Second Area of Study OR Option (elective) unit

### Year 6, Semester 1

- BS310 | Sustainability in A Changing Environment
- BS335 | Project Management

### Year 6, Semester 2

- Second Area of Study OR Option (elective) unit

### Important Information

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

### Management (Part-time Semester 2 Entry)

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<td>Year 4, Semester 1</td>
<td>BS324</td>
<td>Managing Business Growth</td>
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### Year 4, Semester 2

- Second Area of Study OR Option (elective) unit

### Year 5, Semester 1

- BS309 | Strategic Management

### Year 5, Semester 2

- Second Area of Study OR Option (elective) unit

### Year 6, Semester 1

- BS310 | Sustainability in A Changing Environment
- BS335 | Project Management

### Year 6, Semester 2

- Second Area of Study OR Option (elective) unit
### Year 4, Semester 2
- Second Area of Study OR Option (elective) unit
- Second Area of Study OR Option (elective) unit

### Year 4, Semester 1
- MGB225 Intercultural Communication and Negotiation Skills
- BSB110 Accounting

### Year 5, Semester 1
- MGB324 Managing Business Growth
- Second Area of Study OR Option (elective) unit

### Year 5, Semester 2
- Second Area of Study OR Option (elective) unit
- Second Area of Study OR Option (elective) unit

### Year 6, Semester 1
- MGB309 Strategic Management
- Second Area of Study OR Option (elective) unit

### Year 6, Semester 2
- Second Area of Study OR Option (elective) unit
- Second Area of Study OR Option (elective) unit

### Year 7, Semester 1
- MGB310 Sustainability in A Changing Environment
- MGB335 Project Management

### Important Information

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

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**Management Major with Marketing Second Major (Caboolture) - Semester 1 entry**

### Year 1, Semester 1
- BSB126 Marketing
- BSB110 Accounting
- BSB123 Data Analysis
- BSB124 Working in Business

### Year 1, Semester 2
- BSB115 Management
- BSB111 Business Law and Ethics
- AMB201 Marketing and Audience Research

### AMB240 Marketing Planning and Management

### Year 2, Semester 1
- MGB200 Leading Organisations
- MGB225 Intercultural Communication and Negotiation Skills
- MGB210 Managing Operations
  - One Option (elective) unit
  - Choose from the Caboolture elective option list

**OR**

- Choose from the following Business Options:
  - AYB221 Computerised Accounting Systems
  - AYB219 Taxation Law

### Year 2, Semester 2
- BSB119 Global Business
- AMB200 Consumer Behaviour
- MGB223 Entrepreneurship and Innovation
- MGB309 Strategic Management

### Year 3, Semester 1
- AMB202 Integrated Marketing Communication
- MGB324 Managing Business Growth
- AMB340 Services Marketing
  - One Option (elective) unit
  - Choose from the Caboolture elective option list

**OR**

- from other units for which you meet the prerequisites from the Accounting unit list

### Year 3, Semester 2
- BSB113 Economics
- AMB336 International Marketing
- MGB310 Sustainability in A Changing Environment
- MGB335 Project Management

**Management Major with Marketing Second Major (Caboolture) - Mid-year entry**

### Year 1, July Semester
- BSB115 Management
- BSB111 Business Law and Ethics
- BSB119 Global Business
- AMB200 Consumer Behaviour

### Year 1, February Semester
AMB260 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: MIB204
Equivalents: AMX200, CTB200
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point
Teaching period: 2013 SEM-1 and 2013 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, 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: 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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: 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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  
**Equivalents:** AMX240, CTB240  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 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  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** AMB240 or CTB240, and AMB201 or CTB201  
**Antirequisites:** MIB311  
**Equivalents:** AMX340, CTB340  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

### 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 also provides a brief overview of the taxation of partnerships, trusts and companies and an overview of 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:** 2013 SEM-1 and 2013 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 resources such as as CasWorkX on 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:** 2013 SEM-1 and 2013 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:** BSX110, CTB110  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** BSX111, CTB111  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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  **Equivalents:** BSX113, CTB113, UDB104  **Credit points:** 12  **Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** BSX115, CTB115  
**Credit points:** 12  **Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM-1

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, 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, BSB119  **Equivalents:** BSX119, CTB119  
**Credit points:** 12  **Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** BSX123  
**Credit points:** 12  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** BXS124  
**Credit points:** 12  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-2, 2013 SEM-1 and 2013 SEM-2

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,BSD126  **Equivalents:** BXS126, CTB126  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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, CTB211, MGB222, CTB232  
**Equivalents:** MGX200  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**MGB201 CONTEMPORARY EMPLOYMENT RELATIONS**  
This unit will develop your skills in understanding the effects of both domestic and international legal environments relating to employment relationships. This is important for developing practical, workable business strategies and HRM interventions.

**Prerequisites:** BSB115 or CTB115  
**Equivalents:** MGX201  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 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  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**MGB306 INDEPENDENT STUDY**  
This unit enables students to demonstrate an ability to direct their own learning, a key competence for professionals who must keep themselves up-to-date in their area of expertise. Either individually or in small groups, students undertake one or several learning activities with the approval of a supervisor. Appropriate activities include literature review, research (mini-thesis), project, practicum (work placement), or an alternative deemed acceptable by the supervisor.

**Other requisites:** Subject to Unit Coordinator Approval. Students must complete at least 96 credit points of approved study to be considered for enrolment in this unit.

**Credit points:** 12  
**Contact hours:** Flexible Mode  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

**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  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2
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  Credit points: 12  Contact hours: 3  Campus: Gardens Point and Caboolture  Teaching period: 2013 SEM-1 and 2013 SEM-2

MGB324 MANAGING BUSINESS GROWTH
This unit is designed to provide skills in the analysis, solutions and implementation of the general management issues that SME owners have to manage in their growing operations. The unit brings together the different functional aspects of managing an established SME and how they are best managed from the owner’s (general manager’s) point of view. It also provides opportunity to bring students into contact with real world SME owners and their venture management issues.
Prerequisites: MGB223  Equivalents: MGB218, MGX324  Credit points: 12  Contact hours: 3  Campus: Gardens Point and Caboolture  Teaching period: 2013 SEM-1

MGB331 LEARNING AND DEVELOPMENT IN ORGANISATIONS
This unit is designed to equip you with the skills and knowledge to meet strategic organisational human resource development requirements. The unit explores learning and development concepts and approaches and the role of learning and development as a strategic partner to management. You will learn how to design, implement and evaluate systems for learning in organisations as part of a strategic approach to human resource development.
Prerequisites: MGB211, CTB211, MGB222, CTB232, or MGB200  Equivalents: MGX331  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2013 SEM-1

MGB335 PROJECT MANAGEMENT
This unit develops knowledge in the areas relating to effective management of projects (as distinct processes). This knowledge is gained by focusing on the central issues of project selection, modelling, planning, control and evaluation. Case study projects are used throughout the unit and are mainly from the services industry sector. The unit seeks to develop the technical skills (tools and techniques) as well as the people (behavioural) skills needed for effective management of projects.
Prerequisites: (MGB210 and MGB309) or (MGB210 and AMB303)  Antirequisites: KXB202  Equivalents: MGX335  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2013 SEM-1 and 2013 SEM-2

MGB338 WORKPLACE LEARNING
This unit entails a structured program of workplace learning in which students are exposed to a variety of organisational issues. For the duration of their experience, students work on a specific HRM project of relevance to their host organisation. Building upon knowledge acquired in the HRX major, students' exposure to HRM in an actual organisational setting enhances understanding of links between theory and practice and develops skills and abilities through a professional learning experience.
Other requisites: An application, interview and subsequent approval by the unit coordinator is required to enrol, in addition to the completion of a minimum of 192 credit points of study and a GPA of 4.0 or higher  Credit points: 12  Contact hours: 120 hours in workplace and 12 at university  Campus: Gardens Point  Teaching period: 2013 SEM-1 and 2013 SEM-2

MGB341 OPERATIONAL RISK MANAGEMENT
This unit aims to develop student competencies in analysing risk management issues in national and international contexts and build a strong appreciation of managing the organisational uncertainty in the current global environment. It introduces conceptual and practical applications of risk management techniques used in private and public organisations by combining lectures with practical 'hands-on' workshops. The unit examines: conceptual bases of risk management; international, national and sub-national regulatory frameworks; corporate risk management in international firms; business continuity planning; security risk management; emergency response planning; managing crises in organisations; participatory 'desktop' simulations of crisis decision making.
Prerequisites: MGB309  Antirequisites: IBB306  Credit points: 12  Campus: Gardens Point  Teaching period: 2013 SEM-2

MGB370 PERSONAL AND PROFESSIONAL DEVELOPMENT
This unit develops personal, interpersonal and team skills that distinguish outstanding human resource, management and other professionals. Recent literature has identified the need for professionals to acquire knowledge in the areas of self management and the management of others to
contribute to organisational performance. To achieve this, Personal and Professional Development is positioned at the conclusion of the course to build upon concepts learned in introductory and intermediate units with a strong focus on the application of theory to practice.

**Prerequisites:** MGB331 and BSB124  
**Equivalents:** MGB315, MGX370  
**Credit points:** 12  
**Contact hours:** 3  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2