Master of Business / Master of Business (BS18)

Year offered: 2011
Admissions: Yes
CRICOS code: 069780G
Course duration (full-time): Two years (4 semesters)
Course duration (part-time): Four years (8 semesters)
Domestic Fees (indicative): 2011: Full fee tuition $9,500 to $9,750 (indicative) per semester
International Fees (per semester): 2011: $11,750 (indicative) per semester (subject to annual review)
International Fees (indicative): 2011: $11,750 (indicative) per semester
Domestic Entry: February and July
International Entry: February and July
Total credit points: 192
Standard credit points per full-time semester: 48
Standard credit points per part-time semester: 24
Course coordinator: Enquiries to Business Student Services on 3138 2050 or email bus@qut.edu.au
Discipline coordinator: Associate Professor Stuart Tooley (Accounting); Dr William Wild (Applied Finance); Dr Robert Thompson (Human Resource Management); Mr Bill Proud (International Business); Mr Bill Proud (Integrated Marketing Communication, Marketing, Public Relations) and Prof Myles McGregor-Lowndes (Philanthropy and Nonprofit Studies)

Course design
Students are required to complete 192 credit points of units (96 credit points from each Master of Business (Study Area A)).

Professional recognition
Certain units offered in the Master of Business (Accounting)/Master of Business may assist with preparation for the professional programs offered by CPA Australia; the Institute of Chartered Accountants in Australia; the National Institute of Accountants as part of their respective membership requirements; and for the Chartered Financial Analysts program.

Graduates completing the Master of Business (Professional Accounting)/Master of Business may meet the academic component of requirements for associate membership of CPA Australia, the Institute of Chartered Accountants in Australia and the National Institute of Accountants, and enrolment in their respective professional programs.

Graduate Graduates completing the Master of Business (Applied Finance)/Master of Business meet the academic component of requirements for Senior Associate membership of the Financial Services Institute of Australia, and maybe entitled to full ASIC RG146 Tier 1 accreditation to provide financial product advice. Graduates may also meet the academic component of the requirements for the professional level membership of the Finance and Treasury Association Limited-Certified Finance and Treasury Professional, depending on prior study and elective chosen.

Pathways to further study
The Master of Business/Master of Business (BS18) may be a pathway of study into the Doctor of Business Administration (DBA) (BS25). Additional pathways may be available through consultation with the Director of Graduate Studies.

Early exit options
Students may exit from the BS18 Master of Business/Master of Business at the following stages, once those particular course requirements have been met:

- Graduate Certificate in Business (Study Area A) (BS39)
- Graduate Diploma of Business (Study Area A) (BS79)
- Master of Business (Study Area A) (BS16)

Further information
Students must contact the Graduate School of Business for course progression and enrolment advice.

For the following Majors, contact Sarah-Jane Barker on 3138 85287 or sarahjane.barker@qut.edu.au
- Accounting
- Applied Finance
- Professional Accounting
- Philanthropy and Non-profit Studies

For the following Majors, contact Narelle Prior on 3138 6701 or n.prior@qut.edu.au
- Human Resource Management
- International Business
- Integrated Marketing Communication
- Management
- Marketing
- Public Relations
- Strategic Advertising

Abbreviation
MBus(SAA)/MBus(SAA)

Course Structure - Accounting / Applied Finance

Master of Business (Accounting)
AYN520 Integrated Issues in Professional Practice
PLUS 12 cps from

AYN411 Audit and Assurance
AYN418 Financial Accounting 3
AYN438 Taxation Law and Practice

Note: The above 3 units may be substituted if the student is deemed to have completed undergraduate equivalent units.
PLUS 72-84 cps from:

AYN415 External Reporting Issues
AYN424 International Accounting
AYN426 International Capital Markets Law and Regulation
AYN454 Forensic Accounting and Investigation
AYN453 Research Topics in Accounting
AYN442 Superannuation and Wealth Management
AYN453 Financial Forensics and Business Intelligence
AYN454 Forensic Accounting and Investigation
AYN460 Accountancy Work Placement
AYN461 Accountancy Work Integrated Learning
AYN505 Financial Analysis and Business Valuation
AYN506 Strategic Management Accounting
AYN507 Governance Issues in Accounting

Master of Business (Applied Finance)

AYN466 Business and Corporations Law
EFN406 Managerial Finance
EFN422 Economics and Data Analysis
EFN412 Advanced Managerial Finance
EFN415 Security Analysis and Portfolio Management
PLUS 36 credit points from

EFN410 Economic and Financial Modelling
EFN414 International Finance
EFN416 Treasury and Portfolio Management
EFN421 Financial Planning and Strategies
EFN424 Equity Trading Floor
EFN501 Corporate and Commercial Lending
EFN505 Financial Risk Management
EFN507 Advanced Capital Budgeting
BSN404 Project 1

Master of Business (Professional Accounting)

AYN411 Audit and Assurance
AYN414 Cost and Management Accounting

AYN416 Financial Accounting 1
AYN417 Financial Accounting 2
AYN418 Financial Accounting 3
AYN438 Taxation Law and Practice
AYN443 Electronic Commerce Cycles

AYN520 Integrated Issues in Professional Practice

Master of Business (Accounting)

AYN520 Integrated Issues in Professional Practice
AYN411 Audit and Assurance
AYN438 Taxation Law and Practice
PLUS 60 credit points from

AYN415 External Reporting Issues
AYN426  International Capital Markets Law and Regulation
AYN424  International Accounting
AYN442  Superannuation and Wealth Management
AYN453  Financial Forensics and Business Intelligence
AYN454  Forensic Accounting and Investigation
AYN460  Accountancy Work Placement
AYN461  Accountancy Work Integrated Learning
AYN505  Financial Analysis and Business Valuation
AYN506  Strategic Management Accounting
AYN507  Governance Issues in Accounting
AYN433  Research Topics in Accounting

Course Structure - Applied Finance / International Business

Master of Business (Applied Finance)
EFN412  Advanced Managerial Finance
EFN415  Security Analysis and Portfolio Management
AYN456  Business and Corporations Law
         PLUS 60 credit points from
EFN410  Economic and Financial Modelling
EFN414  International Finance
EFN416  Treasury and Portfolio Management
EFN421  Financial Planning and Strategies
EFN501  Corporate and Commercial Lending
EFN505  Financial Risk Management
EFN507  Advanced Capital Budgeting
BSN404  Project 1
EFN424  Equity Trading Floor

Master of Business (International Business)

EFN405  Managerial Economics
EFN406  Managerial Finance
AYN424  International Accounting
OR
LWS075  International Business and Law
MGN447  Managing in a Globalised Economy
MGN448  Negotiating Across Borders
AMN431  Marketing Internationally
AMN430  International Logistics Management
         PLUS 12 credit points from
MGN446  Business in Australia
MGN444  Business in Asia

Course Structure - Integrated Marketing Communication / International Business

Master of Business (Integrated Marketing Communication)
AMN400  Consumer Behaviour
AMN401  Integrated Marketing Communication
AMN403  Marketing and Survey Research
AMN404  Readings in Integrated Marketing Communication
AMN405  Cases in Integrated Marketing Communication
AMN406  Project
         Plus 12 credit points from
AMN420  Advertising Management
AMN442  Marketing Management
AMN465  Public Relations Management

Master of Business (International Business)

EFN405  Managerial Economics
EFN406  Managerial Finance
AYN424  International Accounting
OR
LWS075  International Business and Law
MGN447  Managing in a Globalised Economy
MGN448  Negotiating Across Borders
AMN431  Marketing Internationally
AMN430  International Logistics Management
         PLUS 12 credit points from
MGN446  Business in Australia
MGN444  Business in Asia
MGN445  Business in Europe

Course Structure - Strategic Advertising / International Business

Master of Business (Strategic Advertising)
AMN400  Consumer Behaviour
AMN403  Marketing and Survey Research
AMN420  Advertising Management
AMN421  Contemporary Issues in Advertising
AMN422  Media Strategy
AMN423  Strategies for Creative Advertising
OR
KIP426  Advertising Creative: Copywriting and Art Direction
KIP424  Advertising Creative: Introduction
AMN442  Marketing Management

Master of Business (International Business)
EFN405  Managerial Economics
EFN406  Managerial Finance
AYN424  International Accounting
OR
LWS075  International Business and Law
MGN447  Managing in a Globalised Economy
MGN448  Negotiating Across Borders
AMN430  International Logistics Management
AMN431  Marketing Internationally
   Plus 12 credit points from
MGN446  Business in Australia
MGN444  Business in Asia
MGN445  Business in Europe

Course Structure - Strategic Advertising / Integrated Marketing Communication

Master of Business (Strategic Advertising)
AMN400  Consumer Behaviour
AMN403  Marketing and Survey Research
AMN420  Advertising Management
AMN421  Contemporary Issues in Advertising
AMN422  Media Strategy
AMN423  Strategies for Creative Advertising
KIP426  Advertising Creative: Copywriting and Art Direction
OR
AMN442  Marketing Management
KIP424  Advertising Creative: Introduction

Master of Business (Integrated Marketing Communication)
AMN401  Integrated Marketing Communication
AMN404  Readings in Integrated Marketing Communication
AMN405  Cases in Integrated Marketing Communication
AMN406  Project
AMN442  Marketing Management
AMN465  Public Relations Management

PLUS
12cp AMPR Option Unit

Course Structure - Strategic Advertising/Public Relations

Master of Business (Strategic Advertising)
AMN400  Consumer Behaviour
AMN403  Marketing and Survey Research
AMN420  Advertising Management
AMN421  Contemporary Issues in Advertising
AMN422  Media Strategy
AMN423  Strategies for Creative Advertising
KIP426  Advertising Creative: Copywriting and Art Direction
OR
KIP424  Advertising Creative: Introduction

Master of Business (Public Relations)
AMN460  Corporate and Investor Relations
AMN461  Corporate Media Strategy and Tactics
AMN462  Community Consultation and Engagement
AMN465  Public Relations Management
AMN467  Public Relations Campaigns
AMN468  Issues and Crisis Management
PLUS 24 cps from:
AMN401  Integrated Marketing Communication
AMN404  Readings in Integrated Marketing Communication
AMN406  Project
AMN442  Marketing Management

Course Structure - Public Relations/International Business

Master of Business (Public Relations)
AMN403  Marketing and Survey Research
AMN460  Corporate and Investor Relations
AMN461  Corporate Media Strategy and Tactics
AMN462  Community Consultation and Engagement
AMN465  Public Relations Management
AMN467  Public Relations Campaigns
AMN468  Issues and Crisis Management
PLUS
AMN401  Integrated Marketing Communication
AMN422  Media Strategy

Master of Business (International Business)
EFN405  Managerial Economics
EFN406  Managerial Finance
AYN424  International Accounting
OR
LWS075  International Business and Law
MGN447  Managing in a Globalised Economy
MGN448  Negotiating Across Borders
AMN431  Marketing Internationally
AMN430  International Logistics Management
PLUS 12 credit points from
MGN446  Business in Australia
MGN444  Business in Asia
MGN445  Business in Europe

Course Structure - Public Relations/Integrated Marketing Communication

Master of Business (Public Relations)
AMN403  Marketing and Survey Research
AMN460  Corporate and Investor Relations
AMN461  Corporate Media Strategy and Tactics
AMN462  Community Consultation and Engagement
AMN465  Public Relations Management
AMN468  Issues and Crisis Management
AMN467  Public Relations Campaigns
PLUS 12 credit points from
AMN406  Project
OR
24 credit points from AMPR Option Units

Course Structure - Marketing/Public Relations

Master of Business (Marketing)
AMN400  Consumer Behaviour
AMN401  Integrated Marketing Communication
AMN442  Marketing Management
AMN443  Product and Service Innovation
AMN444  Services Marketing
AMN445  Strategic Marketing Management
AMN447  Contemporary Issues in Marketing
AMN431  Marketing Internationally

Master of Business (Strategic Advertising)
AMN403  Marketing and Survey Research
AMN420  Advertising Management
AMN421  Contemporary Issues in Advertising
AMN422  Media Strategy
KIP424  Advertising Creative: Introduction
AMN423  Strategies for Creative Advertising
OR
KIP426  Advertising Creative: Copywriting and Art Direction
PLUS
AMN406  Project
OR
24 credit points from AMPR Option Units

Course Structure - Marketing/Strategic Advertising

Master of Business (Marketing)
AMN400  Consumer Behaviour
AMN401  Integrated Marketing Communication
AMN442  Marketing Management
AMN443  Product and Service Innovation
AMN444  Services Marketing
AMN445  Strategic Marketing Management
AMN447  Contemporary Issues in Marketing
AMN431  Marketing Internationally

Master of Business (Public Relations)
AMN403  Marketing and Survey Research
AMN460  Corporate and Investor Relations
AMN461  Corporate Media Strategy and Tactics
AMN462  Community Consultation and Engagement
AMN465  Public Relations Management
AMN467  Public Relations Campaigns
### AMN468 Issues and Crisis Management
PLUS 12 credit point AMPR Option unit or Complementary Studies unit

### Course Structure - Marketing/Integrated Marketing Communication

#### Master of Business (Marketing)
- **AMN400** Consumer Behaviour
- **AMN442** Marketing Management
- **AMN443** Product and Service Innovation
- **AMN444** Services Marketing
- **AMN445** Strategic Marketing Management
- **AMN447** Contemporary Issues in Marketing
- **AMN431** Marketing Internationally
  PLUS 12 credit point AMPR Option unit or Complementary Studies unit

#### Master of Business (Integrated Marketing Communication)
- **AMN401** Integrated Marketing Communication
- **AMN403** Marketing and Survey Research
- **AMN404** Readings in Integrated Marketing Communication
- **AMN405** Cases in Integrated Marketing Communication
- **AMN406** Project
- **AMN420** Advertising Management
- **AMN465** Public Relations Management

### Course Structure - Marketing/International Business

#### Master of Business (Marketing)
- **AMN400** Consumer Behaviour
- **AMN401** Integrated Marketing Communication
- **AMN442** Marketing Management
- **AMN443** Product and Service Innovation
- **AMN444** Services Marketing
- **AMN445** Strategic Marketing Management
- **AMN447** Contemporary Issues in Marketing
- **AMN431** Marketing Internationally

#### Master of Business (International Business)
- **EFN405** Managerial Economics
- **EFN406** Managerial Finance
- **AYN424** International Accounting

OR

#### LWS075 International Business and Law
#### MGN447 Managing in a Globalised Economy
#### MGN448 Negotiating Across Borders
#### AMN430 International Logistics Management
  Plus 24 credit points from
- **MGN446** Business in Australia
- **MGN444** Business in Asia
- **MGN445** Business in Europe

### Course Structure - Human Resource Management/Philanthropy and Nonprofit Studies

#### Master of Business (Human Resource Management)
- Students chose 96 credit points from the following in consultation with the HRM Coordinator
- **MGN409** Introduction to Management
- **MGN421** Strategic HRM
- **MGN423** Contemporary Strategic Analysis
- **MGN431** Strategic Human Resource Development
- **MGN433** Managing High-Performance Organisations
- **MGN440** Designing Effective and Sustainable Organisations
- **MGN441** Leadership and Executive Coaching
- **MGN442** Self Leadership
- **MGN443** Talent Management
- **MGN505** Consulting and Change Management
- **MGN506** Contemporary Issues in Human Resource Management
- **MGN509** HRM Project 1

#### Master of Business (Philanthropy and Nonprofit Studies)
- **GSN481** Philanthropic and Nonprofit Frameworks of Governance
- **GSN483** Ethics for Philanthropic and Nonprofit Organisations
- **GSN484** Management for Philanthropic and Nonprofit Organisations
- **GSN485** Legal Issues for Philanthropic and Nonprofit Organisations
- **GSN486** Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
- **GSN487** Introduction to Social Enterprise
- **GSN488** Fundraising Development Principles
- **GSN489** Fundraising Development Techniques
- **GSN554** Social Innovation and Entrepreneurship
## Course Structure - Human Resource Management/International Business

### Master of Business (Human Resource Management)

Students choose 96 credit points from the following in consultation with the HRM Coordinator:

- MGN409 Introduction to Management
- MGN421 Strategic HRM
- MGN423 Contemporary Strategic Analysis
- MGN431 Strategic Human Resource Development
- MGN433 Managing High-Performance Organisations
- MGN440 Designing Effective and Sustainable Organisations
- MGN441 Leadership and Executive Coaching
- MGN442 Self Leadership
- MGN443 Talent Management
- MGN505 Consulting and Change Management
- MGN506 Contemporary Issues in Human Resource Management
- MGN509 HRM Project 1

### Master of Business (Integrated Marketing Communication)

- AMN400 Consumer Behaviour
- AMN401 Integrated Marketing Communication
- AMN403 Marketing and Survey Research
- AMN404 Readings in Integrated Marketing Communication
- AMN405 Cases in Integrated Marketing Communication
- AMN406 Project

Plus 12 credit points from

- AMN420 Advertising Management
- AMN442 Marketing Management
- AMN465 Public Relations Management

### Master of Business (Human Resource Management)

Students choose 96 credit points from the following in consultation with the HRM Coordinator:

- MGN409 Introduction to Management
- MGN421 Strategic HRM
- MGN423 Contemporary Strategic Analysis
- MGN431 Strategic Human Resource Development
- MGN433 Managing High-Performance Organisations
- MGN440 Designing Effective and Sustainable Organisations

### Course Structure - Human Resource Management/Marketing

- MGN446 Business in Australia
- MGN444 Business in Asia
- MGN445 Business in Europe

### Course Structure - Human Resource Management/Integrated Marketing Communication

- AMN400 Consumer Behaviour
- AMN401 Integrated Marketing Communication
- AMN403 Marketing and Survey Research
- AMN404 Readings in Integrated Marketing Communication
- AMN405 Cases in Integrated Marketing Communication
- AMN406 Project

Plus 12 credit points from

- AMN420 Advertising Management
- AMN442 Marketing Management
- AMN465 Public Relations Management

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MGN441 Leadership and Executive Coaching
MGN442 Self Leadership
MGN443 Talent Management
MGN505 Consulting and Change Management
MGN506 Contemporary Issues in Human Resource Management
MGN509 HRM Project 1

**Master of Business (Marketing)**

AMN400 Consumer Behaviour
AMN401 Integrated Marketing Communication
AMN442 Marketing Management
AMN443 Product and Service Innovation
AMN444 Services Marketing
AMN445 Strategic Marketing Management
AMN447 Contemporary Issues in Marketing
AMN431 Marketing Internationally

Course Structure - Human Resource Management/Public Relations

**Master of Business (Human Resource Management)**

Students choose 96 credit points from the following in consultation with the HRM Coordinator

MGN409 Introduction to Management
MGN421 Strategic HRM
MGN423 Contemporary Strategic Analysis
MGN431 Strategic Human Resource Development
MGN433 Managing High-Performance Organisations
MGN440 Designing Effective and Sustainable Organisations
MGN441 Leadership and Executive Coaching
MGN442 Self Leadership
MGN443 Talent Management
MGN505 Consulting and Change Management
MGN506 Contemporary Issues in Human Resource Management
MGN509 HRM Project 1

**Master of Business (Strategic Advertising)**

AMN400 Consumer Behaviour
AMN403 Marketing and Survey Research
AMN420 Advertising Management
AMN421 Contemporary Issues in Advertising
AMN422 Media Strategy
AMN442 Marketing Management
KIP424 Advertising Creative: Introduction
PLUS EITHER:
AMN423 Strategies for Creative Advertising
OR
KIP426 Advertising Creative: Copywriting and Art Direction
UNIT SYNOPSISES

AMN400 CONSUMER BEHAVIOUR
This unit provides an introduction to the area of consumer behaviour and a forum for discussion of theory and research in the field. The current state of consumer behaviour research will be reviewed and some of the emerging trends in the area are explored through several avenues of assessment. The unit provides the environment for students to conduct their own research in areas that are relevant, of interest to them and reflect the interdisciplinary nature of consumer behaviour.

Prerequisites: MIN419 Equivalents: AMX400 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN401 INTEGRATED MARKETING COMMUNICATION
Integrated marketing communication (IMC) is a new discipline that seeks synergistic effect from integrating traditional marketing communication disciplines. This unit explores the development of IMC, looking at reasons for growth, barriers to implementation and organisation issues. Students are introduced to the strategic foundations of IMC, from consumer behaviour, to marketing strategy, to IMC campaign evaluation. The disciplines of advertising, public relations, direct response and sales promotion are then explored to highlight how each contributes to IMC planning.

Prerequisites: CON421 Equivalents: AMX401 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN403 MARKETING AND SURVEY RESEARCH
This unit provides a detailed overview of marketing research to support decision making in the areas of advertising, integrated marketing communication, marketing and public relations. The unit builds on an advanced understanding of the use of survey research to support the descriptive and predictive information needs of management in such areas as consumer opinions and behaviour, and stakeholder analyses. Students will explore issues related to survey research design, questionnaire development and administration, sampling, measurement, data analysis including descriptive and multivariate statistics and presentation of research results.

Prerequisites: MIN413 Equivalents: AMX403 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN404 READINGS IN INTEGRATED MARKETING COMMUNICATION
The unit provides participants with the opportunity to make a detailed exploration of the literature on a particular topic or problem in the area of Integrated Marketing Communication under the direction of a supervisor. The readings integrate and consolidate theory and research related to IMC and from other studies undertaken in the course. Students undertake a formal and systematic review of literature in a particular problem area of IMC related to their interests, project or thesis. Students may also explore work covered in other specialisations.

Prerequisites: AMN401 Antirequisites: CON416 Equivalents: AMX404 Credit points: 12 Contact hours: Supervision only, Lecture in Week 1 Campus: Gardens Point Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

AMN405 CASES IN INTEGRATED MARKETING COMMUNICATION
This unit provides students with the opportunity to explore a range of topics related to the integration of the elements of the promotional mix-advertising, personal selling, reseller support, publicity, direct marketing, and sales promotion. Through the use of intensive case study analysis and discussion, students will refine conceptual understanding and analytical skills to explore such IMC topics as brand equity and IMC, IMC approaches to promotions management, organisational issues related to structuring corporate IMC functions, environmental analysis and database marketing to inform IMC planning, and IMC strategies and the development of corporate advantage.

Prerequisites: AMN401 Equivalents: AMX405 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN406 PROJECT
In this unit, students examine in detail a theoretical or empirical problem in one of the disciplines of advertising, marketing, public relations, or integrated marketing communication. The study is based in the published journal literature of the discipline and can involve primary research and analysis. Students can develop a communication audit of an organisation or a case study related to an organisation product or issue. Project supervision will be arranged by the Unit Coordinator through consultation with the student and available staff members.

Prerequisites: 60 credit points of approved prior studies in Advertising, Marketing and Public Relations units (AMN% units) Antirequisites: CON405 Equivalents: AMX406 Credit points: 24 Contact hours: 2-6 per week Campus: Gardens Point Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

AMN420 ADVERTISING MANAGEMENT
This unit empowers students to make effective management decisions within the advertising process. It examines the setting of advertising objectives, and the need for coordination of these with marketing, communication and organisational objectives. It develops a sound understanding of advertising regulations and ethics, budgeting, research and campaign coordination. It further examines management's participation in the creative, media and production processes, and the contribution of advertising management to the cohesion and creativity of the agency.

**Antirequisites:** CON417  **Equivalents:** AMX420  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMN421 CONTEMPORARY ISSUES IN ADVERTISING**

This unit surveys the intellectual foundations of a number of contemporary issues emerging within the advertising discipline and provides sophisticated, systematic explanations of their societal implications and consequences. It also explores how these issues are addressed by business, government and organisation.

**Prerequisites:** AMN420  **Antirequisites:** CON412  **Equivalents:** AMX421  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMN422 MEDIA STRATEGY**

One of the ultimate determinants of the effectiveness of any advertising campaign is the media strategy. This unit examines ways to improve efficiency in media planning, buying, coordination and research. It examines concepts of media decision making, market targeting through the creative use of media, and strategic planning. It explores current media campaigns and encourages the development of a more creative and integrated approach to media.

**Antirequisites:** CON418  **Equivalents:** AMX422  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1

**AMN423 STRATEGIES FOR CREATIVE ADVERTISING**

This unit explores the substantive body of academic research on creative advertising. It follows the creative process, beginning with the development of creative strategy and concluding with campaign evaluation. Through cases and presentations, student examine how copywriters think, the illumination of the 'big idea' and its execution across the very diverse advertising media.

**Antirequisites:** CON419  **Equivalents:** AMX423  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-2

**AMN430 INTERNATIONAL LOGISTICS MANAGEMENT**

This unit introduces international logistics functions and develops a strategic approach to international business transactions and integration focusing on supply chain management. The unit introduces traditional and contemporary logistics concepts and describes international logistics operations including global transport systems, inventory management, materials handling and information management. Global supply chain management cases and strategies are integrated throughout the unit.

**Equivalents:** AMX430, IBN410  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMN431 MARKETING INTERNATIONALLY**

In this unit students are exposed to the theoretical and planning aspects of marketing internationally. Through an applied approach, theoretical issues such as segmentation of international markets, life cycle, contingency and network approaches to international market entry choice, and market development and extension are addressed. Planning issues cover the strategic marketing processes involved, including international market research, and their application to regions and countries primarily in the Asia/Pacific region or Europe. Students are trained in the practical application of these theoretical and planning aspects through the development of an extensive international marketing plan.

**Antirequisites:** MIN421  **Equivalents:** AMX431, IBN421  **Credit points:** 12  **Contact hours:** 3  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMN442 MARKETING MANAGEMENT**

The study of marketing, marketing systems and marketing management and marketing planning within contemporary structure of social, cultural, political, economic, business and organisational environment. Concepts are applied through the study and construction of a marketing plan, which involves market and sales analysis, target market strategies, tactical decision planning, and implementation and control. Marketing management concepts are applied to virtual and physical markets and attention is given to a range of skills in finance, human resources, information and other skills needed by marketing managers in these markets.

**Antirequisites:** MIN422  **Equivalents:** AMX442  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point and External  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMN443 PRODUCT AND SERVICE INNOVATION**

This unit examines the dynamics of innovation and development within the mix of core marketing activities of organisations. Once establishing the integral role innovation plays in organisations, the unit also reviews the key stages in the process of creating, developing and implementing new product and service concepts including product, service...
and market analysis, design, innovation, evaluation and testing of ideas, branding and packaging, market testing and investment analysis.

Antirequisites: MIN423    Equivalents: AMX443
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point    Teaching period: 2011 SEM-1

AMN444 SERVICES MARKETING
This unit introduces a framework for studying services and explores both strategic and operational issues including the design and delivery of services; the formulation of communication strategies; definition, measurement and implementation of customer focused marketing programs in service industries; the establishment and maintenance of relationships with customers.

Prerequisites: AMN442    Antirequisites: MIN424
Equivalents: AMX444
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point    Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN445 STRATEGIC MARKETING MANAGEMENT
This is a capstone unit which aims to ensure students can manage the complete marketing function at a senior level within a corporation, and includes assessing the marketing function's performance with appropriate tools to diagnose, assess, track and evaluate performance and to modify processes to improve the function. Links between the marketing function and other functions of a business such as accounting, operations and human resources are drawn, so that the student would be in a position to move into top management if the opportunity arose.

Prerequisites: AMN442    Antirequisites: MIN425
Equivalents: AMX444
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point    Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN447 CONTEMPORARY ISSUES IN MARKETING
This unit offers advanced study of topical issues and emerging trends in marketing practice as a result of new technologies, current events and their impact on local, national and international enterprises. In depth interaction with business and public policy leaders expands students research, reflection and strategic thinking abilities.

Antirequisites: MIN407    Equivalents: AMX447
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point    Teaching period: 2011 SEM-2

AMN460 CORPORATE AND INVESTOR RELATIONS
This unit reviews all aspects of the public relations function in communicating with corporate audiences. Specific focus is placed on how corporate entities meet both regulatory and promotional requirements in communicating with special interest groups including shareholders and employees. Suitable communication tools are examined for use in ongoing communication programs.

Antirequisites: CON409    Equivalents: AMX460
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point and External    Teaching period: 2011 SEM-2

AMN461 CORPORATE MEDIA STRATEGY AND TACTICS
This unit examines theories underpinning mass media and links these with the practice of public relations media tactics. Students analyse techniques and skills used in liaison with electronic media, print media, trade media and news media. Producing and evaluating communication materials such as news releases, features and media kits forms an important part of this unit. Students develop strategic thinking through analysis of contemporary media case studies.

Antirequisites: CON424    Equivalents: AMX461
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point and External    Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN462 COMMUNITY CONSULTATION AND ENGAGEMENT
This unit introduces students to key engagement strategies of community information, consultation and participation. The unit develops student understanding of the theoretical foundations of engagement strategies and provides the skills and knowledge for students to analyse community engagement needs and establish engagement programs. Ethical practice is a key organising framework for this unit.

Equivalents: AMX462
Credit points: 12    Contact hours: 3    Campus: Gardens Point and External    Teaching period: 2011 SEM-2

AMN465 PUBLIC RELATIONS MANAGEMENT
This unit provides learners with an overview of the theory and research that constitute the foundations of public relation practice. The unit provides a detailed inspection of the theoretical foundations of engagement strategies and provides the skills and knowledge for students to analyse community engagement needs and establish engagement programs.

Antirequisites: CON415    Equivalents: AMX465
Credit points: 12    Contact hours: 3 per week    Campus: Gardens Point and External    Teaching period: 2011 SEM-1 and 2011 SEM-2

AMN467 PUBLIC RELATIONS CAMPAIGNS
This unit provides a systematic exploration of the planning, management and evaluation of public relations campaigns and programs. The primary goal of the unit is to build a detailed understanding of existing theory and research that informs the development and evaluation of public relations campaigns. The unit focuses on key problem areas of...
campaign management including strategy, design and evaluation.

Equivalents: AMX467  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External
Teaching period: 2011 SEM-2

AMN468 ISSUES AND CRISIS MANAGEMENT
This unit examines the strategic management of crisis communication including for organisations. A strategic planning approach will be covered including organisation analysis, issues identification, audience prioritisation, strategy formulation, tactical planning and implementation and evaluation. Pre-crisis issues in management will be addressed as well as proactive and defensive communication strategies during crisis. The unit will demonstrate the application of general communication tools to a specialised area.

Antirequisites: CON408  Equivalents: AMX468  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1

AYN411 AUDIT AND ASSURANCE
Topics in this unit include: the audit environment; legal liability of auditors; professional ethics; the study and evaluation of audit planning and programming, evidence, internal control theory and review techniques; audit program applications; audit in CIS environment and evaluation of CIS controls; computer-assisted audit techniques; computer fraud; audit sampling techniques; audit reporting.

Prerequisites: AYN416  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN414 COST AND MANAGEMENT ACCOUNTING
This unit introduces students to techniques that provide management at all levels with information for use in inventory valuation, planning, controlling and decision-making. The unit’s major focus is on product costing systems for manufacturing firms.

Prerequisites: AYN416  Can be enrolled in the same teaching period.  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN415 EXTERNAL REPORTING ISSUES
Prerequisites: AYN417 and AYN418  Other requisites: In addition to the prerequisite subjects, subject area coordinator approval is required.  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-2

AYN416 FINANCIAL ACCOUNTING 1
This unit provides an introduction to financial accounting within the context of the accounting profession’s conceptual framework, relevant accounting standards and the requirements of the Corporations Law. Topics include: the accounting cycle for both service and merchandising entities: the preparation of general purpose financial reports: cash management and control; non-current assets; the formation, operation, and financial reporting requirements for companies; and statement of cash flows.

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

AYN417 FINANCIAL ACCOUNTING 2
This unit covers 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 business entities); accounting for investments in associates; the termination of a company’s life and the accounting procedures necessitated by winding up/liquidation.

Prerequisites: AYN416  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN418 FINANCIAL ACCOUNTING 3
This unit introduces students to the concepts and theories that underlie financial reporting and disclosure practices. The regulatory environment and factors influencing accounting policy choices provide a framework for examining the financial effects and behavioural implications of applying different accounting methods to specific accounting issues. Particular emphasis is placed on both the application of specific accounting techniques/rules and the conceptual/theoretical issues associated with alternative accounting methods.

Prerequisites: AYN416  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN424 INTERNATIONAL ACCOUNTING
This unit is designed to provide students with an insight into, and an appreciation of, many of the accounting problems and issues faced in an international business environment. The unit examines issues including: accounting systems in the global environment; international patterns of accounting development including cultural influences on accounting; comparative international accounting systems and practices; the pressures for international accounting harmonisation and disclosure; international disclosure trends and financial analysis; global accounting issues into the twenty-first century.

Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2
AYN426 INTERNATIONAL CAPITAL MARKETS LAW AND REGULATION
Prerequisites: AYN410 or AYN456 or (GSN412 and GSN472)  Other requisites: In addition to the prerequisite subjects, subject area coordinator approval is required.  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN433 RESEARCH TOPICS IN ACCOUNTING
This unit introduces Honours, Higher Degree Research and other Postgraduate students to a broad range of accounting literature. It is designed to explore various theories and research methodologies that are applied in accounting research through assigned weekly readings and assigned research tasks. The assigned readings include contemporary research in financial accounting, management accounting, auditing and corporate governance.
Prerequisites: AYN417 and AYN418  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1

AYN438 TAXATION LAW AND PRACTICE
This unit introduces students to the statutory framework of the Australian taxation system. Elements in the determination of taxable income and the levying 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: AYN410 or AYN456  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN442 SUPERANNUATION AND WEALTH MANAGEMENT
The complex regulatory environment in which retirement income policies operate, gives rise to a need for accountants and other business professionals to have comprehensive knowledge and understanding of wealth management issues. This unit introduces students to personal wealth management, in particular, the Australian strategies. The knowledge and skills developed in this unit are essential for accounting professionals working in any areas of practice associated with the administration or auditing of superannuation funds, advising employers about superannuation, or providing individuals with financial planning services.
Prerequisites: AYN416 and EFN406 and AYN438.
AYN438 maybe studied in the same teaching period.  Other requisites: In addition to the prerequisite subjects, subject area coordinator approval is required.  Credit points: 12  Campus: Gardens Point

AYN443 ELECTRONIC COMMERCE CYCLES
This unit examines 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: AYN416  Antirequisites: AYN417, AYN402  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN453 FINANCIAL FORENSICS AND BUSINESS INTELLIGENCE
As result of having to make increasing numbers of urgent, strategic, high-risk decisions, management need more than just information to assist them. This unit focuses on providing skills in forensic and business intelligence through the use of SAS technologies to examine large data resources to assist managerial decision making. Applications for financial forensics and business intelligence are emphasised.
Prerequisites: AYN443  Other requisites: In addition to the prerequisite subjects, subject area coordinator approval is required.  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN454 FORENSIC ACCOUNTING AND INVESTIGATION
This unit provides students with a knowledge of critical factors that contribute to fraud and corporate failure, and forensic examination. Students develop an understanding of the risks of fraud and corporate failure occurring and an appreciation for the subsequent forensic review and litigation processes that may follow.
Prerequisites: AYN417 and AYN418  Other requisites: In addition to the prerequisite subjects, subject area coordinator approval is required.  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYN456 BUSINESS AND CORPORATIONS LAW
This unit will introduce students to the Australian legal environment and develop students’ knowledge and understanding of the basic principles of business law and the Australian corporations legislation. Students will be encouraged to develop their research and analytical skills relevant to contemporary business and corporate practice.

**Antirequisites:** AYN410 and AYN412  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

### AYN460 ACCOUNTANCY WORK PLACEMENT
This unit fosters learning through work related experience. Students will be given the opportunity to experience the work that is performed by accountants which will enable them to more effectively learn and practice accounting discipline knowledge and graduate capabilities. Admission to this unit is by application and subsequent approval by the unit coordinator.

For additional **important information about this unit** please refer to the current unit outline.

**Other requisites:** An application, interview and subsequent approval by the Unit Coordinator is required to enrol in this unit. In addition to completion of the following units: AYN417 & AYN418.  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

### AYN461 ACCOUNTANCY WORK INTEGRATED LEARNING
This unit fosters learning through work related experience. Students will be given the opportunity to experience the work that is performed by accountants which will enable them to more effectively learn and practice accounting discipline knowledge and graduate capabilities. Admission to this unit is by application and subsequent approval by the unit coordinator.

**Other requisites:** An application (via a website), a short resume, an interview and subsequent approval by the Unit Coordinator is required to enrol. In addition, completion of the following units: AYN417 & AYN418  
**Credit points:** 24  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

### AYN505 FINANCIAL ANALYSIS AND BUSINESS VALUATION
This unit is about the analysis of financial information arising primarily from the financial reports of entities. Fundamental analysis techniques are examined in detail with particular emphasis on the application of these techniques in equity (share) valuation decisions. The unit comprises three related parts. Part one outlines the four basic steps in the fundamental analysis framework; business analysis, accounting analysis, financial analysis and prospective analysis. The next part combines these skills in addressing the question of valuation, while the final section of the unit applies the skills in several different contexts, such as credit analysis, security analysis, mergers and acquisitions and financial policy decisions.

**Prerequisites:** AYN417 and AYN418 and EFN406  
**Other requisites:** In addition to the prerequisite subjects, subject area coordinator approval is required.  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

### AYN506 STRATEGIC MANAGEMENT ACCOUNTING
Strategic Management Accounting develops a theory of organisations that provides an understanding of the information requirements of management to facilitate strategic planning, decision-making and control. This unit prepares students for a world of unstructured problem-solving and develops skills in managerial decision-making by the use of current research articles to ascertain how managers can design organisations to motivate individuals to make choices that increase firm value. Topics include: the management of control systems; performance evaluation and compensation incentives; transfer pricing. New management accounting practices, activity-based costing, the balanced scorecard, and economic value added, are evaluated using the latest research.

**Prerequisites:** AYN414 and AYN417  
**Other requisites:** In addition to the prerequisite subjects, subject area coordinator approval is required.  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

### AYN507 GOVERNANCE ISSUES IN ACCOUNTING
This unit adopts an accounting perspective to examine issues relating to sound corporate governance, accountability and transparency. Topics covered include the following: the role of the board of directors and board committees; internal control and risk management; audit committees, internal and external audit; duties of directors and management; codes of conduct and ethics; compensation issues; conflict of interest and insider trading.

**Prerequisites:** AYN417 and AYN418  
**Other requisites:** In addition to the prerequisite subjects, subject area coordinator approval is required.  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

### AYN520 INTEGRATED ISSUES IN PROFESSIONAL PRACTICE
The Accountancy profession has repeatedly stressed the need for accounting university graduates to be 'work ready' and able to deal with and solve unstructured, multi-disciplined problems. This unit is a deliberate attempt to address this concern for students who enter the accounting profession through the Master of Business (Professional Accounting) - Advanced course and enables students in the Master of Business (Accounting) courses to further develop...
their team work, research and problem-solving skills. The unit simulates issues faced by a professional advisor/consultant by presenting students with simulated real world problems. The 'real world' focus of the unit ties strategically into QUT's charter and provides our students with a potential advantage in seeking employment.

**Prerequisites:** AYN417 and AYN418  
**Antirequisites:** AYB339  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**BSN404 PROJECT 1**
This unit is designed to permit the student to undertake a research project, subject to the approval of the Course Coordinator.

**Antirequisites:** MKN101, MKN102, MKN103  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**EFN405 MANAGERIAL ECONOMICS**
This unit addresses the following topics: managerial decision making in an economic environment; an introduction to economics, demand analysis, cost analysis, market strategy and the macroeconomic environment; issues including problems of resource allocation at the firm, in industry and in the economy.

**Antirequisites:** GSN203, GSN411, GSN414, GSN491, GSN492 and GSZ491  
**Equivalents:** EFX405  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**EFN406 MANAGERIAL FINANCE**
This unit is an introduction to the world of finance and financial management. Topics include: the finance function, the role of the financial manager; the Australian financial environment; sources of funds; present and future value; time value of money; financial mathematics; introduction to valuation; cost of funds; the firm investment decision; investment evaluation techniques; capital budgeting; portfolio theory; risk and return; capital asset pricing model; dividend policy; financial structure policy; futures; options.

**Antirequisites:** GSN413, GSN423, GSZ413  
**Equivalents:** EFX406  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**EFN410 ECONOMIC AND FINANCIAL MODELLING**
This unit introduces students to the modelling techniques which are frequently used in a business and financial environment. Modelling is used as an aid to decision-making, as a means of forecasting important variables and as a planning and analysis tool. Various modelling exercises are used to illustrate the use of these modelling techniques in an economic and financial context.

**Prerequisites:** EFN412  
**Antirequisites:** AYN419, AYN418

**EFN503 Equivalents:** EFX410  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**EFN412 ADVANCED MANAGERIAL FINANCE**
This unit expands on material introduced and developed in EFN406 Managerial Finance. Its objective is to examine the key decisions made by corporate financial managers (that is the investment, financing and dividend decisions). Topics include: 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; forwards, futures, options, warrants, convertibles and risk management using financial derivatives.

**Prerequisites:** EFN406  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**EFN414 INTERNATIONAL FINANCE**
This unit introduces the theory and practice of international finance, the relationship between domestic and international financial markets, international parity conditions and arbitrage, foreign exchange risk management, country and political risk management, international trade finance, international portfolio investment, multinational cost of capital and capital structure, international capital budgeting and foreign direct investment.

**Prerequisites:** EFN406  
**Antirequisites:** EFN417  
**Equivalents:** EFX414  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

**EFN415 SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT**
This unit deals with security analysis and portfolio management. The unit is both practical and theoretical. Topics covered include: portfolio theory and the capital asset pricing model; bond and equity portfolio management; fundamental valuation techniques; portfolio hedging; active vs. passive investment strategies; and the evaluation of portfolio performance. The ultimate purpose of this unit is to provide the necessary tools for students to manage investment risk and return, select mispriced securities, design and administer investment portfolios, accomplish goals in portfolio management, and measure the performance of investment management.

**Prerequisites:** EFN406  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2
EFN416 TREASURY AND 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 and decisions must be made 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:** EFN406  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

EFN421 FINANCIAL PLANNING AND STRATEGIES
This unit aims to give students a solid grounding in the world of Financial Planning and Superannuation. This will involve gaining knowledge of financial markets and instruments as well as the appropriate regulatory framework.

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

EFN422 ECONOMICS AND DATA ANALYSIS

**Antirequisites:** EFB101, EFN405, EFN419, GSN403, GSN411, GSN414, GSN491  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

EFN424 EQUITY TRADING FLOOR
The aim of the unit is to help students move away from the dualistic black and white way of thinking, towards being able to see issues from a range of viewpoints and perspectives, thereby enhancing their critical and technical ability.

Additionally, the unit aims to help improve the student research ability through the delivery of a large scale academic style portfolio that reflects their transition from theory to strategy and trading and reflection.

The unit is NOT designed to be taken as a traditional book learned class. Reading and knowledge is gained from many sources including case studies, books, journals and newspapers.

**Antirequisites:** EFB224  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-2

EFN501 CORPORATE AND COMMERCIAL LENDING
This unit covers the theory and practice of lending by commercial banks to firms. Topics include the nature of financial intermediation, basic loan structure, costs of lending, lender’s compensation, and loan terms and conditions.

**Prerequisites:** EFN412  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

EFN505 FINANCIAL RISK MANAGEMENT
The unit covers the main areas of modern risk management. The focus is on measuring and managing risks in financial institutions. Particular attention is paid to developing understanding of the analytical techniques employed in the construction of hedging strategies and the interrelations between the main areas of risk management. The unit emphasises empirical applications and assessment of risk management techniques. Topics covered include the current state of prudential regulation of financial institutions, measurement and management of market risks, hedging strategies with derivatives and managing interest rate and exchange rate risks.

**Prerequisites:** EFN415  
**Equivalents:** EFX505  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

EFN507 ADVANCED CAPITAL BUDGETING
Topics in this unit include: capital investment analysis, the NPV rule, adjusted present value, replacement decisions, retirement decisions, unequal lives, optimal life, cost of capital, estimating beta, capital rationing, valuation of new issues, mergers and takeovers, analysis of financial and leverage leases, the impact of recent taxation changes on the financing, dividend and investment decisions of the firm, capital budgeting in an international context, access or considerations of financial and management of market risks, hedging strategies with derivatives and managing interest rate and exchange rate risks.

**Prerequisites:** EFN406 and EFN412  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

GSN481 PHILANTHROPIC AND NONPROFIT FRAMEWORKS OF GOVERNANCE
The unit explores contemporary understandings of philanthropic and nonprofit governance in the context of social, economic and political systems. It locates these understandings in various theoretical and descriptive frameworks providing students with both the knowledge and analytical skills that are necessary to reflect critically on philanthropy and nonprofit governance systems and their environments.

**Antirequisites:** GSN472, GSN229  
**Credit points:** 6
GSN487 INTRODUCTION TO SOCIAL ENTERPRISE
The nonprofit sector continues to mature and expand with the establishment of more sophisticated social enterprise programs. With significant reductions in the traditional sources of revenue, increasingly sophisticated competition and dramatic changes in expectations from clients and stakeholder groups, the need for effective strategy and implementation has grown. The unit offers a background to social enterprise and associated issues.
Antirequisites: AMN482
Credit points: 6
Contact hours: 3 per week
Campus: Gardens Point
Teaching period: 2011 6TP3

GSN488 FUNDRAISING DEVELOPMENT PRINCIPLES
This unit considers the broad factors that influence fundraising/development success. It applies theories of marketing, public relations and management to fundraising and development and builds an understanding of the philanthropic environment. It re-examines the principles of fundraising/development, institutional readiness, case statement preparation, leadership, constituencies and research to build understanding of the context in which good development practice occurs.
Antirequisites: GSN232, MIN409, AMN481
Credit points: 6
Contact hours: 3 per week
Campus: Gardens Point
Teaching period: 2011 6TP4

GSN489 FUNDRAISING DEVELOPMENT TECHNIQUES
This unit builds on GSN488 to delve into particular techniques of resource mobilisation in nonprofit organisations. It considers a range of income generation vehicles and techniques including capital and major gifts, special events, bequests, direct mail, telemarketing, e-fundraising, gift clubs and the art of building donor relationships. It also examines professional evaluation of fundraising programs.
Prerequisites: GSN488
Antirequisites: GSN232, MIN409, AMN481
Credit points: 6
Contact hours: 3 per week
Campus: Gardens Point
Teaching period: 2011 6TP5

GSN554 SOCIAL INNOVATION AND ENTREPRENEURSHIP
Social innovation and entrepreneurship are emergent concepts in the field of philanthropy and nonprofit management, and in partnerships between nonprofits and other sectors. The aim of this unit is to develop a student’s knowledge and skills to critically reflect on emerging trends in philanthropic and nonprofit practice, with a particular focus on social innovation and entrepreneurship.
Credit points: 6
Campus: Gardens Point
Teaching period: 2011 6TP2
GSN555 DEVELOPING SOCIAL VENTURES
Social ventures including social enterprises, social businesses and enterprising community initiatives are becoming increasingly popular mechanisms to: create social value in response to intractable social and environmental problems; generate new income streams for traditional nonprofits; and harness resources from across sectors to produce public benefits. This subject will hone students' practical skills in assessing and designing social ventures with regard for their purpose, context and business structures.

Prerequisites: KIP424, KCP404, or KCP360 (can be enrolled in the same teaching period) Equivalents: KIP424, KCP404, or KCP360 Credit points: 12 Contact hours: 3 per week Campus: Kelvin Grove

LWS075 INTERNATIONAL BUSINESS AND LAW
This unit on international trade law addresses the broad range of legal problems that arise in the formation and operation of commercial transactions of an international nature. An understanding of the law and practice regarding international commercial transactions is a basic prerequisite for the development of Australian export activity, such activity being generally recognised as crucial to Australia’s economic well-being. The importance of international trade law as a subject of legal study is attested to by the ever increasing number of courses offered on it at the postgraduate level in Australian Law Schools.

Credit points: 12 Contact hours: 39 hrs Campus: Gardens Point Teaching period: 2011 6TP3

MGN409 INTRODUCTION TO MANAGEMENT
This unit examines the following: the functions and roles of managers; concepts and principles and their practical applications; the key management functions; areas of planning, organising, staffing, directing and controlling; production/operations management and the management of quality; entrepreneurship and business planning; and important problems, opportunities and trends facing managers in Australia analysed from the viewpoint of relevant academic disciplines.

Antirequisites: GSN401 and GSZ401 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

MGN421 STRATEGIC HRM
HRM is concerned with the relationship between people management strategies and organisational goals and objectives. This capstone unit provides HRM students with the opportunity to apply their learning to this relationship in a systematic way. It requires them to produce high quality HRM advice that provides direction for practicing line managers consistent with organisational goals and objectives. The learning strategies in the unit challenge students to identify contemporary issues of organisation and management and to interpret these using the paradigms of HRM.

Prerequisites: MGN506 and 84cp of other MGN units Credit points: 12 Contact hours: 3 per week Campus: Kelvin Grove

MGN423 CONTEMPORARY STRATEGIC ANALYSIS
This unit focuses upon developing managers' understanding of the strategy concept and placing the fundamental
elements of strategy in a framework for use in the decision making process. Taking the perspective that many managers make decisions that can have strategic implications, the emphasis is upon studying those issues that can affect the strategic 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 comparative advantages, students will be well positioned to take a more strategic perspective in their organisational activities.

**Antirequisites**: MGN427    **Credit points**: 12    **Campus**: Gardens Point    **Teaching period**: 2011 SEM-1

**MGN431 STRATEGIC HUMAN RESOURCE DEVELOPMENT**
Strategic HRD provides a theoretical and practical framework for planning and implementing HRD within today's organisations. It examines the critical theoretical approaches underpinning learning and skills development and relates these in a practical way to the HRD challenges faced by organisations. This unit also provides exposure to contemporary international HRD ideas and practices to develop an understanding of the contribution of HRD to the broader economic context.

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

**MGN433 MANAGING HIGH-PERFORMANCE ORGANISATIONS**
Managing High-Performance Organisations is designed to provide a bridge between HRM-discipline specific and strategic/general management perspectives. The unit is therefore a centrepiece of the postgraduate HRM program. The unit serves the vitally important role of locating HRM in to its broader organisational and general management context. It also aims to develop advanced level business knowledge and skill and develop conceptual frameworks for integration and high level impact of HRM with business success and performance.

**Prerequisites**: MGN409    **Credit points**: 12    **Contact hours**: 3 per week    **Campus**: Gardens Point    **Teaching period**: 2011 SEM-1 and 2011 SEM-2

**MGN440 DESIGNING EFFECTIVE AND SUSTAINABLE ORGANISATIONS**
This unit examines the interplay between human resource management policies and processes and their contribution to sustainable competitive advantage and organisational effectiveness. HRM is considered from stakeholder, strategic and functional perspectives and an open systems model is used to introduce key processes and practices. The unit fosters discipline knowledge, analytical and action taking competencies and prepares students for advanced study in the field.

**Antirequisites**: MGN427    **Credit points**: 12    **Campus**: Gardens Point    **Teaching period**: 2011 SEM-1 and 2011 SEM-2

**MGN441 LEADERSHIP AND EXECUTIVE COACHING**
One-to-one executive coaching has emerged as a popular and powerful intervention for improving the performance and satisfaction of individual executives. More recently, its use has been expanded into a variety of related organisational interventions. Human resource professionals are often responsible for making decisions about how coaching is used in organisations, particularly in relation to leadership development. This unit will equip students with expertise in understanding how leadership and executive coaching intersect in organisations. It will cover the theoretical foundations and models of evidence-based executive coaching, give opportunities to acquire and practice foundational coaching skills, as well as providing feedback for self-development.

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

**MGN442 SELF LEADERSHIP**
In the contemporary business environment professionals are empowered to manage their own growth and development in order to facilitate meaningfulness in organisational life. The unit on Self-leadership is an elective in the HRM major and is delivered predominately in an 'on-line' mode to enable an 'anytime' and 'anywhere' approach to your self-development work. This approach invites you to take the necessary time to reflect and develop greater insight into your own thinking and behaviour.

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

**MGN443 TALENT MANAGEMENT**
Australia's growing skills shortage and the prospect of an ageing workforce threaten the sustainability, productivity and growth of many industry sectors. These pressures have made talent management a strategic priority for many organisations. At its heart, talent management is simply a matter of anticipating the need for human capital and then developing a plan to meet it. However, the adaptive capacity of traditional workforce planning methods appears inadequate for today's uncertain business environment. This unit examines talent management as an alternative to traditional HR planning practices. It focuses on developing both a theoretical framework to guide talent management initiatives and applied skills (e.g. identification of critical roles, workforce forecasting and analysis) required to develop a talent management plan.

**Antirequisites**: MGN429    **Credit points**: 12    **Campus**: Gardens Point    **Teaching period**: 2011 SEM-1
MGN444 BUSINESS IN ASIA
The aim of this unit is to enable an intensive study of business and markets in Asia. The development of the major industries is examined, together with major intra-regional patterns of trade, commerce and finance. Significant economic, political and social factors determining developments are focused on, as well as regulatory restraints governing market access. Students are required to undertake a project that requires the application of knowledge of the region to a business issue.
**Antirequisites:** MIN403  **Equivalents:** IBN403, MGX444
**Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

MGN445 BUSINESS IN EUROPE
This unit enables a more intensive study of business and markets in Europe. The development of the major industries will be examined, together with intra-regional patterns of trade, commerce and finance. A particular focus will be the development of a single European market and its international implications. Significant economic, political and social factors determining developments will be focussed upon, as well as regulatory restraints governing market access. The student will be required to undertake a project which requires the application of knowledge of the region to a business issue.
**Antirequisites:** MIN404  **Equivalents:** IBN404, MGX445
**Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1

MGN446 BUSINESS IN AUSTRALIA
This unit introduces students to the business environment in Australia. Students examine the geographical, historical, socio-cultural, political, regulatory, demographic, economic, legal, locational and other factors that have influenced, or still impinge upon, doing business in Australia in the current international environment. Learning activities include factory visits and industry analysis.
**Antirequisites:** MIN435  **Equivalents:** IBN435, MGX446
**Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

MGN447 MANAGING IN A GLOBALISED ECONOMY
This core unit examines the forces of globalisation, the diversity of international environments and their impact on business functions at the operational level. It examines the processes and challenges of internationalising the business operation as firms strive to compete successfully in the global marketplaces. Areas of study include the growth of international business and globalisation, international business motives and forms, the nature and challenges of the diversity of environments, and managing and controlling business operations. An international business simulation game is used to facilitate the understanding of business as a system of integrated operations and environments.
**Antirequisites:** BSN408  **Equivalents:** IBN408, MGX447
**Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

MGN448 NEGOTIATING ACROSS BORDERS
This unit develops students' skills in negotiating intra- and inter-culturally. It provides students with a tool-box of negotiation skills and then explores the relationship between cultural value dimensions and negotiating behaviours. Students practise their negotiating skills with members of their own culture, in cross-cultural dyads and in multi-cultural teams to build confidence and capability in negotiating and influencing.
**Antirequisites:** GSN462  **Equivalents:** IBN409, MGX448
**Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

MGN505 CONSULTING AND CHANGE MANAGEMENT
This unit considers the origins, nature and effect of social change on individuals, organisations and communities. Theories and models of change are used to explore planned and unplanned changes currently occurring, particularly as these relate to possible futures. Emphasis is on the strategies and skills required to initiate and participate in effective change management.
**Credit points:** 12  **Contact hours:** Flexible Mode
**Campus:** Gardens Point  **Teaching period:** 2011 SEM-1

MGN506 CONTEMPORARY ISSUES IN HUMAN RESOURCE MANAGEMENT
The main objectives of this unit are to identify, analyse and report on contemporary issues in HRM and to research information relevant to identified topics. The content may vary according to which issues are current or predictably important in the future. Special expertise of staff, visiting scholars or distinguished HRM professionals may be utilised.
**Credit points:** 12  **Contact hours:** Flexible Mode
**Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

MGN509 HRM PROJECT 1
This unit provides the opportunity for students to undertake an approved project to develop and enhance learning associated with the coursework elements of human resource management.
**Credit points:** 12  **Contact hours:** Flexible Mode
**Campus:** Gardens Point  **Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM