Bachelor of Business / Bachelor of Laws (IX71)

Year offered: 2011
Admissions: Yes
CRICOS code: 066414K
Course duration (full-time): 5.5 years
Domestic Fees (indicative): 2011: CSP $4,506 per semester (indicative)
International Fees (indicative): 2011: $10,500 (indicative) per semester
Domestic Entry: February
International Entry: February and July* (*Subject to availability)
QTAC code: 419222
Past rank cut-off: 92
Past OP cut-off: 5
OP Guarantee: Yes
Assumed knowledge: English (4, SA) and for Accountancy, Economics, Finance and Marketing majors: Maths A, B or C (4, SA)
Preparatory studies: For information on acquiring assumed knowledge visit http://www.qut.edu.au/assumed-knowledge
Total credit points: 528
Standard credit points per full-time semester: 48
Course coordinator: Director of Undergraduate Studies, QUT Business School; email: bus@qut.edu.au; Dr Bill Dixon (Law)
Discipline coordinator: Ms Sherrena Buckby (Accountancy); ASPRO Gayle Kerr (Advertising); Dr Tommy Tang (Economics); Dr John Chen (Finance); Mr Greg Southey (Human Resource Management); Mr Michael Cox (International Business); Dr Henri Burgers (Management); Mr Bill Proud (Marketing); and Ms Amisha Mehta (Public Relations)
Campus: Gardens Point

Why choose this course?
This double degree will set you up with in-depth business knowledge and practical skills along with a contextual understanding of media and communication.

Overview
The defining nature of the QUT Bachelor of Laws is its real-world applied nature which will equip you with the high quality knowledge and skills and that meet the needs of the legal profession, government, business and industry. In developing the LLB the Faculty recognises that graduates are increasingly seeking a broad range of careers including, but not limited to, legal practice.

The flexible nature of the degree provides students with an opportunity to undertake a series of elective streams. These streams group legal content and legal skills units into alignment with the varied career destinations which a legal education opens to graduates and will allow you to study areas of the law that match your career aspirations.

Career outcomes
Your business degree will give you a broad commercial knowledge, making you more attractive to employers in legal environments.

Career opportunities include private practice as a barrister and/or solicitor; work in government departments; employment as an in-house lawyer; and a range of other occupations. Advertising graduates enter the marketplace as copywriters, media planners, account executives, media representatives, product managers and researchers. Graduates of the Human Resource Management major can expect to find employment in the public and private sectors in all areas of human resource management including recruitment, training and development, international staffing, industrial relations, pay systems and strategic human resources planning.

The International Business major equips graduates for careers in companies engaged in international trade, multinational companies and financial institutions dealing with international marketing and investments, and public sector careers in foreign economic relations. Management graduates may also find employment in commercial and industrial firms, banks, insurance companies, federal, state and local government agencies, small business and in management consultancies. Public Relations graduates enter the marketplace as public relations managers and consultants, editors of trade and specialist publications, speechwriters, information officers, corporate communication officers and professionals, and special events managers.

Course design
Students are required to complete 528 credit points, comprised of 192 credit points for the Bachelor of Business program and 336 credit points for the Bachelor of Laws program.

Business students will complete 96 credit points (16 units) consisting of eight Business School Core Units and an eight unit major. As the content of BSB111 Business Law and Ethics overlaps with the Bachelor of Laws, it has been replaced by MGB223 Entrepreneurship and Innovation.

Students must choose a major from:

- Accountancy
- Advertising
For professional recognition, the Accountancy structure differs from the normal structure. Accountancy students will complete seven Business School Core Units and complete a nine unit major.

Professional recognition
The QUT Bachelor of Laws course is an approved degree for the purposes of the Legal Practitioners Admission Rules. Accordingly, it enables graduates to satisfy the academic requirements for admission to practise as a solicitor and/or barrister in all Australian states and territories. The QUT LLB degree qualification is also recognised for admission purposes in West and East Malaysia, Fiji and Papua New Guinea.

Business component: Students may be eligible for membership to a number of professional bodies depending on choice of major and unit selection. Details on professional recognition can be found under the individual majors of the Bachelor of Business (BS05).

Advanced standing
You may wish to apply for advanced standing (also known as credit or exemption) for former completed studies and other assessable learning outcomes. See more at Advanced Standing

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

Find out more on deferment.

Law School Electives Information
Students who are enrolled in any of the law double degrees commence their law electives in the second semester of their second year.

Students who are enrolled in LW35 (Graduate Entry) commence their law electives in first semester of their second year.

Law students other than Graduate Entry students can undertake 4 non-law units as electives within their law degree. Students may be particularly interested in elective options within the School of Justice which relate to human rights and criminal justice.

Important Information for Business Students
QUT Business School rules and procedures are outlined in the Business Undergraduate Guidelines booklet. Other useful information can be found on the Student Services website.

Graduate Destination Streams
The Faculty of Law has identified graduate destination streams for students undertaking a law or law double degree. This means that, as students learn more throughout their degree, they can choose their elective units in the areas of law in which they become interested. Students are not restricted to choose electives from a single stream; the streams are only to provide guidance to students in making their elective choices.

• Legal Practice
• General Legal Practice (work as a lawyer across a wide range of different legal areas)
• Specialist Legal Practice (work as a lawyer specialising in a particular area of the law, such as property law, family law or corporate law)
• Advocacy and Dispute Resolution (acting for clients in court or resolving disputes through negotiation and mediation processes)
• Public Sector (work as a lawyer in a government department)
• Private Enterprise (for those students not wanting to practise as a lawyer, but perhaps work within business management, human resources, information technology etc)

As students progress towards the end of their degrees there are more opportunities to participate in subjects where they engage in ‘real world learning’, for example, working within law firms and government departments in placement electives.

Faculty of Law course structure

Year 1, Semester 1
LWB145 Legal Foundations A

Students who are enrolled in LW34 (straight law undergraduate entry) are required to undertake two contextual electives in the first year of their degree (one in each semester). Contextual electives may also be undertaken by any student as an ordinary elective within their degree. The contextual electives are:

• LWB142 Law Society and Justice
• LWB144 Law and Global Perspectives
• LWB149 Indigenous Legal Issues
• LWB150 Lawyering and Dispute Resolution.
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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Year, Semester</th>
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</thead>
<tbody>
<tr>
<td>LWB147</td>
<td>Torts A</td>
<td>Year 1, Semester 2</td>
</tr>
<tr>
<td>LWB146</td>
<td>Legal Foundations B</td>
<td>Year 1, Semester 2</td>
</tr>
<tr>
<td>LWB148</td>
<td>Torts B</td>
<td>Year 1, Semester 2</td>
</tr>
<tr>
<td>LWB136</td>
<td>Contracts A</td>
<td>Year 2, Semester 1</td>
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<tr>
<td>LWB238</td>
<td>Fundamentals of Criminal Law</td>
<td>Year 2, Semester 1</td>
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<tr>
<td>LWB239</td>
<td>Criminal Responsibility</td>
<td>Year 2, Semester 1</td>
</tr>
<tr>
<td>LWB240</td>
<td>Principles of Equity</td>
<td>Year 3, Semester 1</td>
</tr>
<tr>
<td>LWB243</td>
<td>Property Law A</td>
<td>Year 3, Semester 1</td>
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<tr>
<td>LWB241</td>
<td>Trusts</td>
<td>Year 3, Semester 1</td>
</tr>
<tr>
<td>LWB244</td>
<td>Property Law B</td>
<td>Year 3, Semester 1</td>
</tr>
<tr>
<td>LWB242</td>
<td>Constitutional Law</td>
<td>Year 4, Semester 1</td>
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<tr>
<td>LWB432</td>
<td>Evidence</td>
<td>Year 4, Semester 1</td>
</tr>
<tr>
<td>LWB334</td>
<td>Corporate Law</td>
<td>Year 4, Semester 1</td>
</tr>
<tr>
<td>LWB335</td>
<td>Administrative Law</td>
<td>Year 5, Semester 1</td>
</tr>
<tr>
<td>LWB431</td>
<td>Civil Procedure</td>
<td>Year 5, Semester 1</td>
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<tr>
<td>LWB433</td>
<td>Professional Responsibility</td>
<td>Year 5, Semester 2</td>
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**Law Electives**

Further information regarding Law Electives can be found at: [http://www.law.qut.edu.au/study/courses/ugrad/select.jsp](http://www.law.qut.edu.au/study/courses/ugrad/select.jsp)

**Accountancy Major**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Year, Semester</th>
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</thead>
<tbody>
<tr>
<td>BSB110</td>
<td>Accounting</td>
<td>Year 1, Semester 1</td>
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<tr>
<td>BSB113</td>
<td>Economics</td>
<td>Year 1, Semester 1</td>
</tr>
<tr>
<td>BSB123</td>
<td>Data Analysis</td>
<td>Year 1, Semester 2</td>
</tr>
<tr>
<td>BSB124</td>
<td>Working in Business</td>
<td>Year 1, Semester 2</td>
</tr>
<tr>
<td>BSB115</td>
<td>Management</td>
<td>Year 2, Semester 1</td>
</tr>
<tr>
<td>AYB200</td>
<td>Financial Accounting</td>
<td>Year 2, Semester 1</td>
</tr>
<tr>
<td>AYB225</td>
<td>Management Accounting</td>
<td>Year 2, Semester 2</td>
</tr>
<tr>
<td>AYB221</td>
<td>Computerised Accounting Systems</td>
<td>Year 2, Semester 2</td>
</tr>
<tr>
<td>EFB210</td>
<td>Finance 1</td>
<td>Year 3, Semester 1</td>
</tr>
<tr>
<td>AYB340</td>
<td>Company Accounting</td>
<td>Year 3, Semester 1</td>
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<tr>
<td>AYB321</td>
<td>Strategic Management Accounting</td>
<td>Year 3, Semester 2</td>
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<tr>
<td>AYB119</td>
<td>Global Business</td>
<td>Year 4, Semester 1</td>
</tr>
<tr>
<td>BSB126</td>
<td>Marketing</td>
<td>Year 4, Semester 1</td>
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<tr>
<td>AYB311</td>
<td>Financial Accounting Issues</td>
<td>Year 4, Semester 2</td>
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<td>AYB301</td>
<td>Audit and Assurance</td>
<td>Year 4, Semester 2</td>
</tr>
<tr>
<td>AYB339</td>
<td>Accountancy Capstone</td>
<td>Year 4, Semester 2</td>
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<td>Law Course Structure</td>
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<td>See Law Course Structure</td>
<td>Year 5, Semesters 1 &amp; 2</td>
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<td>See Law Course Structure</td>
<td>Year 6, Semester 1</td>
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</tbody>
</table>
### Advertising Major

#### Year 1, Semester 1
- BSB113 Economics
- BSB126 Marketing

#### Year 1, Semester 2
- BSB110 Accounting
- BSB115 Management

#### Year 2, Semester 1
- BSB119 Global Business
- BSB124 Working in Business

#### Year 2, Semester 2
- AMB200 Consumer Behaviour
- AMB220 Advertising Theory and Practice

#### Year 3, Semester 1
- AMB201 Marketing and Audience Research
- MGB223 Entrepreneurship and Innovation

#### Year 3, Semester 2
- AMB318 Advertising Copywriting
- AMB319 Media Planning

#### Year 4, Semester 1
- AMB320 Advertising Management
- AMB330 Advertising Planning Portfolio

#### Year 4, Semester 2
- AMB339 Advertising Campaigns
- BSB123 Data Analysis

#### Year 5, Semesters 1 & 2
- See Law Course Structure

#### Year 6, Semester 1
- See Law Course Structure

### Economics Major

#### Year 1, Semester 1
- BSB113 Economics
- BSB115 Management

#### Year 1, Semester 2
- BSB123 Data Analysis
- BSB124 Working in Business

#### Year 2, Semester 1
- BSB110 Accounting
- MGB223 Entrepreneurship and Innovation

#### Year 2, Semester 2
- EFB222 Quantitative Methods For Economics and Finance
- EFB223 Economics 2

#### Year 3, Semester 1
- EFB330 Intermediate Macroeconomics
- EFB331 Intermediate Microeconomics

#### Year 3, Semester 2
- Choice units or remaining Business School Core Units
- Choice units or remaining Business School Core Units

#### Year 4, Semester 1
- Choice units or remaining Business School Core Units
- Choice units or remaining Business School Core Units

#### Year 4, Semester 2
- EFB338 Contemporary Application of Economic Theory
- Choice units or remaining Business School Core Units

#### Year 5, Semesters 1 & 2
- See Law Course Structure

#### Year 6, Semester 1
- See Law Course Structure

### Choice Units
- Choose any three of the following:
  - EFB332 Applied Behavioural Economics
  - EFB333 Introductory Econometrics
  - EFB334 Environmental Economics and Policy
  - EFB336 International Economics
  - EFB337 Game Theory and Applications

### Important Information:
Please note: BSB119 and BSB126 are the
remaining Business School Core Units to be completed. Check for unit availability when selecting Choice units.

### Finance Major

**Year 1, Semester 1**
- BSB113 Economics
- BSB115 Management

**Year 1, Semester 2**
- BSB124 Working in Business
- BSB126 Marketing

**Year 2, Semester 1**
- BSB110 Accounting
- BSB119 Global Business

**Year 2, Semester 2**
- BSB123 Data Analysis
- MGB223 Entrepreneurship and Innovation

**Year 3, Semester 1**
- EFB222 Quantitative Methods For Economics and Finance
- EFB210 Finance 1

**Year 3, Semester 2**
- EFB201 Financial Markets
- EFB307 Finance 2

**Year 4, Semester 1**
- EFB223 Economics 2
- EFB335 Investments

**Year 4, Semester 2**
- EFB312 International Finance
- EFB340 Finance Capstone

**Year 5, Semesters 1 & 2**
- See Law Course Structure

### Human Resource Management Major

**Year 1, Semester 1**
- BSB113 Economics

### International Business Major

**Year 1, Semester 1**
- BSB126 Marketing
- BSB119 Global Business

**Year 1, Semester 2**
- BSB110 Accounting
- BSB115 Management
BSB124  Working in Business
Year 2, Semester 2
BSB113  Economics
MGB223  Entrepreneurship and Innovation
Year 3, Semester 1
MGB225  Intercultural Communication and Negotiation Skills
AYB227  International Accounting
Year 3, Semester 2
AMB210  Importing and Exporting
EFB240  Finance for International Business
Year 4, Semester 1
AMB303  International Logistics
AMB336  International Marketing
Year 4, Semester 2
MGB340  International Business in the Asia-Pacific
AMB369  International Business Strategy
Year 5, Semester 1 & 2
See Law Course Structure
Year 6, Semester 1
See Law Course Structure
Management Major
Year 1, Semester 1
BSB113  Economics
BSB115  Management
Year 1, Semester 2
BSB124  Working in Business
BSB126  Marketing
Year 2, Semester 1
BSB110  Accounting
BSB123  Data Analysis
Year 2, Semester 2
BSB119  Global Business
MGB223  Entrepreneurship and Innovation
Year 3, Semester 1
MGB210  Managing Operations
MGB201  Contemporary Employment Relations
Year 3, Semester 2
MGB200  Leading Organisations
MGB225  Intercultural Communication and Negotiation Skills
Year 4, Semester 1
MGB309  Strategic Management
MGB324  Managing Business Growth
Year 4, Semester 2
MGB310  Sustainability in A Changing Environment
MGB335  Project Management
Year 5, Semester 1 & 2
See Law Course Structure
Year 6, Semester 1
See Law Course Structure
Marketing Major
Year 1, Semester 1
BSB113  Economics
BSB126  Marketing
Year 1, Semester 2
BSB115  Management
BSB123  Data Analysis
Year 2, Semester 1
BSB119  Global Business
BSB124  Working in Business
Year 2, Semester 2
BSB110  Accounting
MGB223  Entrepreneurship and Innovation
Year 3, Semester 1
AMB200  Consumer Behaviour
AMB201  Marketing and Audience Research
Year 3, Semester 2
AMB202  Integrated Marketing Communication
AMB240  Marketing Planning and Management
<table>
<thead>
<tr>
<th>Year 4, Semester 1</th>
<th>AMB335</th>
<th>E-marketing Strategies</th>
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<tr>
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<td>AMB340</td>
<td>Services Marketing</td>
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<tr>
<td>Year 4, Semester 2</td>
<td>AMB336</td>
<td>International Marketing</td>
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<td>AMB359</td>
<td>Strategic Marketing</td>
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<td>Year 5, Semester 1 &amp; 2</td>
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<td>See Law Course Structure</td>
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<td>Year 6, Semester 1</td>
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<td>See Law Course Structure</td>
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</tbody>
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Public Relations Major

| Year 1, Semester 1     | BSB119  | Global Business        |
|                        | BSB126  | Marketing              |
| Year 1, Semester 2     | BSB110  | Accounting             |
|                        | BSB115  | Management             |
| Year 2, Semester 1     | BSB113  | Economics              |
|                        | BSB124  | Working in Business    |
| Year 2, Semester 2     | AMB263  | Introduction To Public Relations |
|                        | AMB264  | Public Relations Techniques |
| Year 3, Semester 1     | AMB201  | Marketing and Audience Research |
|                        | MGB223  | Entrepreneurship and Innovation |
| Year 3, Semester 2     | AMB372  | Public Relations Planning |
|                        | AMB373  | Corporate Communication |
| Year 4, Semester 1     | AMB374  | Global Public Relations Cases |
|                        | AMB375  | Public Relations Management |
| Year 4, Semester 2     | AMB379  | Public Relations Campaigns |
|                        | BSB123  | Data Analysis          |

| Year 5, Semesters 1 & 2|        | See Law Course Structure|
| Year 6, Semester 1    |        | See Law Course Structure|

Bachelor of Laws Elective List - Odd Years Offerings

Important Information

These offerings are current at time of publication but are subject to change.

The elective interest groups are provided to assist you in choosing electives that align with your career interests. You are not limited to selection from any one group, you can select from a range of elective interest groups.

The offering of elective units is subject to sufficient student enrolment numbers and staff availability.

As a guide, when a unit is offered during the day in one semester, it will be offered during the evening the next time it is offered and vice versa (subject to staff and room availability and offering a spread of units across day and night in each semester).

Before enrolling in an elective unit, you must ensure you have met any pre- or co-requisite requirements. You can check this by referring to the unit outlines on QUT Virtual at https://qutvirtual.qut.edu.au/portal/pls/portal/un_out_search_p.p.show.

All units on this list are offered in internal and external mode unless noted otherwise.

Semester 1 units:

<table>
<thead>
<tr>
<th>Contextual +</th>
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<tbody>
<tr>
<td>LWB142</td>
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<table>
<thead>
<tr>
<th>Property and Environmental</th>
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<tbody>
<tr>
<td>LWB485</td>
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<table>
<thead>
<tr>
<th>Commercial and Consumer</th>
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<tbody>
<tr>
<td>LWB307</td>
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<td>LWB364</td>
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<td>LWB366</td>
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<table>
<thead>
<tr>
<th>Intellectual Property and Technology</th>
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<tr>
<td>LWB486</td>
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<table>
<thead>
<tr>
<th>Human Rights</th>
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<tbody>
<tr>
<td>LWB142</td>
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</table>
LWB313 Discrimination & Equal Opportunity Law
LWB309 Succession

Legal Skills
LWB418 Competition Moots 1
LWB419 Competition Moots 2
Entry for LWB418 and LWB419 is subject to being selected into a team to compete in one of the external mooting competitions that the QUT Law School will enter. Enrolments will be called for at a later date via e-mail.
Internal mode only.
LWB498 Dispute Resolution and Non-adversarial Practice

Research and Theory
LWB435 Legal Research in Practice
Application forms and guidelines can be found at http://www.law.qut.edu.au/study/forms.jsp and must be lodged at the Level 4 Reception C Block QUT Gardens Point. Forms must be submitted no later than 2 weeks prior to the commencement of semester.
LWB497 Advanced Research Project

Work Integrated Learning
LWB420 Internship
Any student wishing to undertake this unit in Semester 1 must fill out the registration form available at http://www.law.qut.edu.au/study/forms.jsp and lodge it at the Level 4 Reception C Block QUT Gardens Point. This process is to register your interest only. It does not guarantee a place on the enrolment quota list. However, to be eligible for selection for this unit, you must register your interest on this list a selection process will then follow and you will be advised of the outcome by email. No other method of enrolment will be approved or accepted for this unit.
Applications for 2011 have closed
Internal mode only.

Semester 2 units:

Contextual +
LWB144 Laws and Global Perspectives
LWB150 Lawyering and Dispute Resolution
LWB149 Indigenous Legal Issues

Property and Environmental
LWB312 Real Estate Transactions

LWB489 Native Title Law and Practice

Commercial and Consumer
LWB410 Competition Law
* see notes below
LWB367 Law of Corporate Governance
* see notes below

Intellectual Property and Technology
LWB482 Internet Law
LWB423 Intellectual Property and Technology Law Clinic
Internal mode only.

Human Rights
LWB149 Indigenous Legal Issues
LWB302 Family Law
LWB308 Australian Employment Law
* see notes below
LWB483 Medico-Legal Issues
LWB496 Australian and Comparative Human Rights Law

International
LWB144 Laws and Global Perspectives
LWB406 Fundamentals of Public International Law
LWB407 Private International Law

Legal Skills
LWB150 Lawyering and Dispute Resolution
LWB356 Advocacy
Any student wishing to undertake this unit must register their name with the Law School by emailing law_enquiries@qut.edu.au. The number of student enrolments in this unit may be capped. External students are not excluded from undertaking this unit, provided that they are able to meet all attendance requirements. Final year students and students who have not had the opportunity to undertake other skills or work integrated learning units will be given preference.
Block mode only.
LWB361 Drafting
Any student wishing to undertake this unit must register their name with the Law School by emailing law_enquiries@qut.edu.au. The number of student enrolments in this unit may be capped. External students are not excluded from undertaking this unit, provided that they
are able to meet all attendance requirements. Final year students and students who have not had the opportunity to undertake other skills or work integrated learning units will be given preference.

LWB413 Queensland Parliamentary Internship Program
This unit is for final year students only. There is a limited number of internships available and therefore enrolment in this unit is subject to approval by the unit co-ordinator. Interested students should contact John Pyke (j.pyke@qut.edu.au). NOTE: Due to complications in the Parliamentary calendar there may be no internships available in 2011. Please contact John Pyke for further information.
Internal mode only.

LWB418 Competition Moots 1
LWB419 Competition Moots 2
Entry to LWB418 and LWB419 is subject to being selected into a team to compete in one of the external mooting competitions that the QUT Law School will enter.
Internal mode only.

Research and Theory
LWB497 Advanced Research Project
Application forms and guidelines can be found at http://www.law.qut.edu.au/study/forms.jsp and must be lodged at the Level 4 Reception C Block QUT Gardens Point. Forms must be submitted no later than 2 weeks prior to the commencement of semester.

Work Integrated Learning
LWB421 Learning in Professional Practice
(Prior to enrolment in LWB421 students must have organised a legal professional placement as set out in the unit outline).

LWB422 Virtual Law Placement
Any student wishing to undertake this unit must register their name with the Law School by emailing law_enquiries@qut.edu.au.

LWB456 Legal Clinic (Organised Program)
Any student wishing to undertake this unit must register their name with the Law School by emailing law_enquiries@qut.edu.au.
Internal mode only.

LWB423 Intellectual Property and Technology Law Clinic

Notes:
+ The units LWB142 Law Society and Justice, LWB149 Indigenous Legal Issues, LWB144

Laws and Global Perspectives and LWB150 Dispute Resolution appear twice as they are contextual elective choices in first year, if you are completing a straight law degree (LW34). They are also elective choices within the various elective interest groups that can be undertaken in any year of your degree.

*these starred units are alternating units and will generally only be offered in odd years. Alternating units which are generally offered in even years include: LWB333Theories of Law; LWB459 Commercial & Consumer Law; LWB359 Advanced Taxation Law; LWB463 Immigration & Refugee Law; LWB480 Media Law and LWB494 Principles of Sentencing. The offering of these units will be subject to student demand and staff availability.


Restricted Entry Units have quota limits imposed. Although students are able to enrol in these units on-line no places are guaranteed until after the applications are closed.

External students are not excluded from undertaking these units, provided that they are able to meet all the attendance requirements.

Bachelor of Laws Elective List - Even Years Offerings

Important Information
These offerings are current at time of publication but are subject to change.

The elective interest groups are provided to assist you in choosing electives that align with your career interests. You are not limited to selection from any one group, you can select from a range of elective interest groups.

The offering of elective units is subject to sufficient student enrolment numbers and staff availability.

As a guide, when a unit is offered during the day in one semester, it will be offered during the evening the next time it is offered and vice versa (subject to staff and room availability and offering a spread of units across day and night in each semester).

Before enrolling in an elective unit, you must ensure you have met any pre- or co-requisite requirements. You can check this by referring to the unit outlines on QUT Virtual at https://qutvirtual.qut.edu.au/portal/pls/portal/un out_search_p.show.

All units on this list are offered in internal and external mode unless noted otherwise.

Semester 1 units:
### Contextual +

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB142</td>
<td>Law, Society and Justice</td>
</tr>
<tr>
<td>LWB150</td>
<td>Lawyering and Dispute Resolution</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB333</td>
<td>Theories of Law</td>
</tr>
<tr>
<td></td>
<td>* see notes below</td>
</tr>
</tbody>
</table>

### Property and Environmental

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB485</td>
<td>Environmental Law</td>
</tr>
</tbody>
</table>

### Commercial and Consumer

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB307</td>
<td>Insolvency Law</td>
</tr>
<tr>
<td>LWB364</td>
<td>Introduction to Taxation Law</td>
</tr>
<tr>
<td>LWB366</td>
<td>Law of Commercial Entities</td>
</tr>
<tr>
<td>LWB459</td>
<td>Commercial and Consumer Law</td>
</tr>
<tr>
<td></td>
<td>* see notes below</td>
</tr>
</tbody>
</table>

### Intellectual Property and Technology

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB486</td>
<td>Intellectual Property Law</td>
</tr>
<tr>
<td>LWB499</td>
<td>Creative Commons Clinic</td>
</tr>
<tr>
<td></td>
<td>(needs restricted entry info)</td>
</tr>
<tr>
<td></td>
<td>Block mode only</td>
</tr>
</tbody>
</table>

### Human Rights

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB142</td>
<td>Law, Society and Justice</td>
</tr>
<tr>
<td>LWB313</td>
<td>Discrimination &amp; Equal Opportunity Law</td>
</tr>
<tr>
<td>LWB309</td>
<td>Succession</td>
</tr>
<tr>
<td>LWB460</td>
<td>Sports Law</td>
</tr>
</tbody>
</table>

### Legal Skills

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB418</td>
<td>Competition Moots 1</td>
</tr>
<tr>
<td>LWB419</td>
<td>Competition Moots 2</td>
</tr>
<tr>
<td></td>
<td>Entry for LWB418 and LWB419 is subject to</td>
</tr>
<tr>
<td></td>
<td>being selected into a team to compete in</td>
</tr>
<tr>
<td></td>
<td>one of the external mooting competitions</td>
</tr>
<tr>
<td></td>
<td>that the QUT Law School will enter.</td>
</tr>
<tr>
<td></td>
<td>Enrolments will be called for at a later</td>
</tr>
<tr>
<td></td>
<td>date via e-mail.</td>
</tr>
<tr>
<td></td>
<td>Internal mode only. Closing date for</td>
</tr>
<tr>
<td></td>
<td>applications: Enrolments will be called for</td>
</tr>
<tr>
<td></td>
<td>at a later date via e-mail.</td>
</tr>
<tr>
<td>LWB498</td>
<td>Dispute Resolution and Non-adversarial</td>
</tr>
<tr>
<td></td>
<td>Practice</td>
</tr>
</tbody>
</table>

### Research and Theory

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB435</td>
<td>Legal Research in Practice</td>
</tr>
<tr>
<td>LWB497</td>
<td>Advanced Research Project</td>
</tr>
</tbody>
</table>

Application forms and guidelines can be found at http://www.law.qut.edu.au/study/forms.jsp and must be lodged at the Level 4 Reception C Block QUT Gardens Point. Forms must be submitted no later than 2 weeks prior to the commencement of semester.

### Work Integrated Learning

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB420</td>
<td>Internship</td>
</tr>
<tr>
<td></td>
<td>Any student wishing to undertake this unit</td>
</tr>
<tr>
<td></td>
<td>in Semester 1 must fill out the registration</td>
</tr>
<tr>
<td></td>
<td>study/forms.jsp and lodge it at the Level</td>
</tr>
<tr>
<td></td>
<td>4 Reception C Block QUT Gardens Point.</td>
</tr>
<tr>
<td></td>
<td>This process is to register your interest</td>
</tr>
<tr>
<td></td>
<td>only. It does not guarantee a place on the</td>
</tr>
<tr>
<td></td>
<td>enrolment quota list. However, to be</td>
</tr>
<tr>
<td></td>
<td>eligible for selection for this unit, you</td>
</tr>
<tr>
<td></td>
<td>must register your interest on this list a</td>
</tr>
<tr>
<td></td>
<td>selection process will then follow and you</td>
</tr>
<tr>
<td></td>
<td>will be advised of the outcome by email. No</td>
</tr>
<tr>
<td></td>
<td>other method of enrolment will be approved</td>
</tr>
<tr>
<td></td>
<td>or accepted for this unit.</td>
</tr>
<tr>
<td></td>
<td>Internal mode only. Closing date for</td>
</tr>
<tr>
<td></td>
<td>applications: 5pm Thursday 18 October 2011.</td>
</tr>
</tbody>
</table>

### Semester 2 units:

#### Contextual +

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB144</td>
<td>Laws and Global Perspectives</td>
</tr>
<tr>
<td>LWB149</td>
<td>Indigenous Legal Issues</td>
</tr>
</tbody>
</table>

#### Property and Environmental

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB312</td>
<td>Real Estate Transactions</td>
</tr>
<tr>
<td>LWBXXX</td>
<td>Climate Change Law</td>
</tr>
</tbody>
</table>

#### Commercial and Consumer

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB359</td>
<td>Advanced Taxation Law</td>
</tr>
<tr>
<td></td>
<td>* see notes below</td>
</tr>
<tr>
<td>LWB363</td>
<td>Insurance Law</td>
</tr>
<tr>
<td>LWBXXX</td>
<td>Consumer Financial Services Law and</td>
</tr>
<tr>
<td></td>
<td>Regulation</td>
</tr>
</tbody>
</table>

#### Intellectual Property and Technology

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB482</td>
<td>Internet Law</td>
</tr>
<tr>
<td>LWB423</td>
<td>Intellectual Property and Technology Law</td>
</tr>
<tr>
<td></td>
<td>Clinic</td>
</tr>
<tr>
<td></td>
<td>Internal mode only</td>
</tr>
<tr>
<td>LWB480</td>
<td>Media Law</td>
</tr>
<tr>
<td></td>
<td>* see notes below</td>
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</table>

#### Human Rights

<table>
<thead>
<tr>
<th>Code</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB149</td>
<td>Indigenous Legal Issues</td>
</tr>
</tbody>
</table>

Closing Date for Applications: Forms must be submitted no later than 2 weeks prior to the commencement of semester.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB302</td>
<td>Family Law</td>
<td></td>
</tr>
<tr>
<td>LWB494</td>
<td>Principles of Sentencing</td>
<td>* see notes below</td>
</tr>
<tr>
<td>LWB463</td>
<td>Immigration and Refugee Law</td>
<td>* see notes below</td>
</tr>
<tr>
<td>LWB356</td>
<td>Advocacy</td>
<td></td>
</tr>
<tr>
<td>LWB413</td>
<td>Queensland Parliamentary Internship Program</td>
<td></td>
</tr>
<tr>
<td>LWB418</td>
<td>Competition Moots 1</td>
<td></td>
</tr>
<tr>
<td>LWB421</td>
<td>Learning in Professional Practice</td>
<td></td>
</tr>
<tr>
<td>LWB422</td>
<td>Virtual Law Placement</td>
<td></td>
</tr>
<tr>
<td>LWB456</td>
<td>Legal Clinic (Organised Program)</td>
<td></td>
</tr>
<tr>
<td>LWB423</td>
<td>Intellectual Property and Technology Law Clinic</td>
<td></td>
</tr>
</tbody>
</table>

**International**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB144</td>
<td>Laws and Global Perspectives</td>
<td></td>
</tr>
<tr>
<td>LWB406</td>
<td>Fundamentals of Public International Law</td>
<td></td>
</tr>
</tbody>
</table>

**Legal Skills**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB308</td>
<td>Australian Employment Law</td>
<td></td>
</tr>
<tr>
<td>LWB367</td>
<td>Law of Corporate Governance</td>
<td></td>
</tr>
<tr>
<td>LWB356</td>
<td>Cultural Heritage Law</td>
<td></td>
</tr>
<tr>
<td>LWB367</td>
<td>Law of Corporate Governance</td>
<td></td>
</tr>
<tr>
<td>LWB410</td>
<td>Comparative Rights Law</td>
<td></td>
</tr>
<tr>
<td>LWB421</td>
<td>Medico-Legal Issues</td>
<td></td>
</tr>
<tr>
<td>LWB496</td>
<td>Human Rights Law</td>
<td></td>
</tr>
</tbody>
</table>

**Research and Theory**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB497</td>
<td>Advanced Research Project</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB489</td>
<td>Native Title and Cultural Heritage Law</td>
<td></td>
</tr>
<tr>
<td>LWB414</td>
<td>Indigenous Legal Issues</td>
<td></td>
</tr>
<tr>
<td>LWB144</td>
<td>Laws and Global Perspectives</td>
<td></td>
</tr>
<tr>
<td>LWB150</td>
<td>Dispute Resolution</td>
<td></td>
</tr>
</tbody>
</table>

**Work Integrated Learning**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB414</td>
<td>Queensland Parliamentary Internship Program</td>
<td></td>
</tr>
<tr>
<td>LWB418</td>
<td>Competition Moots 1</td>
<td></td>
</tr>
<tr>
<td>LWB421</td>
<td>Learning in Professional Practice</td>
<td>Prior to enrolment in LWB421 students must have organised a legal professional placement as set out in the unit outline.</td>
</tr>
<tr>
<td>LWB422</td>
<td>Virtual Law Placement</td>
<td></td>
</tr>
<tr>
<td>LWB456</td>
<td>Legal Clinic (Organised Program)</td>
<td></td>
</tr>
<tr>
<td>LWB423</td>
<td>Intellectual Property and Technology Law Clinic</td>
<td></td>
</tr>
</tbody>
</table>

**Notes:**

+ The units LWB142 Law Society and Justice, LWB149 Indigenous Legal Issues, LWB144 Laws and Global Perspectives and LWB150 Dispute Resolution appear twice as they are contextual elective choices in first year, if you are completing a straight law degree (LWB4). They are also elective choices within the various elective interest groups that can be undertaken in any year of your degree.

*these starred units are alternating units and will generally only be offered in even years. Alternating units which are generally offered in even years include: LWB489 Native Title and Cultural Heritage Law; LWB410 Comparative Law; LWB367 Law of Corporate Governance; LWB308 Australian Employment Law; LWB483 Medico-Legal Issues and LWB496 Human Rights Law. The offering of these units will be subject to student demand and staff availability.

For further information on the Work Integrated Learning (Work Placement) units see: http://www.law.qut.edu.au/about/wil/ and
Restricted Entry Units have quota limits imposed. Although students are able to enrol in these units on-line no places are guaranteed until after the applications are closed. External students are not excluded from undertaking these units, provided that they are able to meet all the attendance requirements.

Bachelor of Laws Summer Units

Important Information

These offerings are current at time of publication but are subject to change. The offering of elective units is subject to sufficient student enrolment numbers and staff availability.

Undergraduate Core Units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>LWB239</td>
<td>Criminal Responsibility</td>
</tr>
<tr>
<td>LWB241</td>
<td>Trusts</td>
</tr>
<tr>
<td>LWB244</td>
<td>Property Law B</td>
</tr>
<tr>
<td>LWB334</td>
<td>Corporate Law</td>
</tr>
<tr>
<td>LWB335</td>
<td>Administrative Law</td>
</tr>
<tr>
<td>LWB431</td>
<td>Civil Procedure</td>
</tr>
<tr>
<td>LWB432</td>
<td>Evidence</td>
</tr>
<tr>
<td>LWB433</td>
<td>Professional Responsibility</td>
</tr>
</tbody>
</table>

Undergraduate Elective Units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB302</td>
<td>Family Law</td>
</tr>
<tr>
<td>LWB364</td>
<td>Introduction to Taxation Law</td>
</tr>
<tr>
<td>LWB421</td>
<td>Learning in Professional Practice</td>
</tr>
<tr>
<td>LWB486</td>
<td>Intellectual Property Law</td>
</tr>
<tr>
<td>LWB498</td>
<td>Dispute Resolution and Non-adversarial Practice</td>
</tr>
</tbody>
</table>

Graduate destination streams

Legal Practice

Electives that may be offered by the Law School that are particularly relevant to students considering a future career in legal practice include:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB302</td>
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</tr>
<tr>
<td>LWB307</td>
<td>Insolvency Law</td>
</tr>
<tr>
<td>LWB308</td>
<td>Australian Employment Law</td>
</tr>
<tr>
<td>LWB309</td>
<td>Succession</td>
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<tr>
<td>LWB312</td>
<td>Real Estate Transactions</td>
</tr>
<tr>
<td>LWB313</td>
<td>Discrimination &amp; Equal Opportunity Law</td>
</tr>
</tbody>
</table>

LWB356 Advocacy
LWB359 Advanced Taxation Law
LWB361 Drafting
LWB363 Insurance Law
LWB364 Introduction to Taxation Law
LWB407 Private International Law
LWB410 Competition Law
LWB418 Competition Moots 1
LWB435 Legal Research in Practice
LWB454 Banking and Finance Law
LWB459 Commercial and Consumer Law
LWB460 Sports Law
LWB463 Immigration and Refugee Law
LWB480 Media Law
LWB482 Internet Law
LWB483 Medico-Legal Issues
LWB485 Environmental Law
LWB486 Intellectual Property Law
LWB489 Native Title Law and Practice
LWB494 Principles of Sentencing
LWB496 Australian and Comparative Human Rights Law
LWB498 Dispute Resolution and Non-adversarial Practice
LWB499 Creative Commons Clinic

Public Sector

Electives that may be offered by the Law School that are particularly relevant to students considering a future career in the public sector include:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>LWB333</td>
<td>Theories of Law</td>
</tr>
<tr>
<td>LWB406</td>
<td>Fundamentals of Public International Law</td>
</tr>
<tr>
<td>LWB413</td>
<td>Queensland Parliamentary Internship Program</td>
</tr>
<tr>
<td>LWB420</td>
<td>Internship</td>
</tr>
<tr>
<td>LWB463</td>
<td>Immigration and Refugee Law</td>
</tr>
<tr>
<td>LWB485</td>
<td>Environmental Law</td>
</tr>
<tr>
<td>LWB486</td>
<td>Intellectual Property Law</td>
</tr>
<tr>
<td>LWB494</td>
<td>Principles of Sentencing</td>
</tr>
<tr>
<td>LWB496</td>
<td>Australian and Comparative Human Rights Law</td>
</tr>
<tr>
<td>LWB499</td>
<td>Creative Commons Clinic</td>
</tr>
</tbody>
</table>
### Private Enterprise

Electives that may be offered by the Law School that are particularly relevant to students considering a future career in the private sector include:

- LWB308 Australian Employment Law
- LWB366 Law of Commercial Entities
- LWB367 Law of Corporate Governance
- LWB410 Competition Law
- LWB421 Learning in Professional Practice

### Placement Electives

Electives which involve students undertaking real world professional experience include:

- LWB413 Queensland Parliamentary Internship Program
- LWB420 Internship
- LWB421 Learning in Professional Practice
- LWB422 Virtual Law Placement
- LWB423 Intellectual Property and Technology Law Clinic

### Potential Careers:


### UNIT SYNOPSES

#### AMB201 MARKETING AND AUDIENCE RESEARCH

This unit provides an introduction to the conduct and evaluation of marketing and audience research across the disciplines of advertising, marketing and public relations. Class members explore how field studies, survey and experimental research are employed to support advertising, marketing and public relations information needs. The unit provides an overview of research process, research design, methods of data collection and analysis, and the development of research proposals to support decision-making. Class members also explore issues related to research on media audiences, research ethics, and the management of client briefings.

**Prerequisites:** BSB126, CTB126, BSB116, or BSB117

**Antirequisites:** MIB305, MGB220, COB334

**Equivalents:** AMX201, CTB201

**Credit points:** 12

**Contact hours:** 3 per week

**Campus:** Gardens Point and Caboolture

**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

#### AMB202 INTEGRATED MARKETING COMMUNICATION

In past decades many organisations separated the different forms of marketing communication that convey their corporate and marketing messages. They developed separate plans for their advertising, public relations, direct marketing, personal selling and sales promotion with separate goals, objectives, strategies and budgets. Today many companies recognise the concept of integrated marketing communication which integrates these different functions along with other aspects of the marketing mix that communicate with stakeholders and customers. Integrated marketing communication requires a 'total' approach to planning marketing communication programs and coordinating communication strategies in support of overall brand and product/service marketing objectives.

**Prerequisites:** BSB126 or CTB126 or BSB116 or BSB117

**Antirequisites:** COB207, MIB309

**Equivalents:** AMX202

**Credit points:** 12

**Contact hours:** 3 per week

**Campus:** Gardens Point and Caboolture

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

#### AMB210 IMPORTING AND EXPORTING

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

Provides key information related to importing and exporting, uses industry perspectives on issues of current importance in international trade and provides a structured tutorial.

**Contact hours:** 3 per week

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**Teaching period:** 2011 SEM-2 and 2011 SUM
programme to achieve this.

**Prerequisites:** BSB119 or CTB119

**Equivalents:** AMX210, IBB210

**Credit points:** 12

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMB220 ADVERTISING THEORY AND PRACTICE**

This unit serves as an introduction to later units in the advertising major and gives learners an overview of the advertising industry and the management of the advertising function. The unit traverses the interrelationship of the institutions of advertising, the advertisers, the advertising agencies and the media. It introduces research and details methods of determining advertising objectives, budgets, establishing target audiences, interpreting audience ratings and circulation figures, and enables learners to gain a preliminary understanding of the creative functions of the advertising industry. It also shows the ethical and legal side of advertising and its important role in society and the economy.

**Prerequisites:** BSB126, CTB126, BSB116, or BSB117

**Antirequisites:** COB308

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**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

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMB263 INTRODUCTION TO PUBLIC RELATIONS**

This unit introduces students to the theory and practice of public relations, the discipline that deals with the creation, maintenance, and enhancement of relationships between organisations and their publics. Topics covered include publicity, events, and public opinion. This unit may be taken concurrently with AMB264 Public Relations Techniques especially by students undertaking a public relations major. However, it may also be taken by those students doing a public relations minor, or as a stand alone unit by those students in a wide variety of study disciplines who wish to understand more about this important area of business.

**Prerequisites:** BSB126, CTB126, BSB116, or BSB117

**Equivalents:** AMB260, AMX263

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMB264 PUBLIC RELATIONS TECHNIQUES**

This unit offers an introduction to the main tactics and techniques used in public relations. Topics covered include the development of message strategies as well as a specialised focus on the production of examples of a variety of written public relations genres such as brochures, speeches, and media releases. This unit may be taken concurrently with AMB263 Introduction to Public Relations especially by students undertaking a public relations major. However, it may also be taken by those students doing a public relations minor, or as a stand alone unit by those students in a wide variety of study disciplines who wish to improve and enhance their communication skills.

**Prerequisites:** BSB126, CTB126, BSB116, or BSB117

**Antirequisites:** AMB261, AMB262

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMB303 INTERNATIONAL LOGISTICS**

This unit examines international logistics through the concepts of international distribution channels and international supply chain management. Strategy in managing international logistical constraints is emphasised with practical studies of contemporary international supply chain management in international industries. Traditional costs and financial aspects of supply chain management are considered. Contemporary issues are incorporated including: the impact of e-business on international logistics; the evolution of new technologies for ‘smart’ packaging, warehousing and international stock control; the combination of international services with goods products; recent technological developments in international transportation and product quality control.

**Prerequisites:** AMB210, IBB210, AMB240, or CTB240

**Equivalents:** AMX303, IBB303

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**AMB318 ADVERTISING COPYWRITING**

There are two parts to any copywriting process the thinking and the writing. In the first part, students learn to solve advertising problems through an understanding of the prospect and the product and the formulation of incisive creative strategy. In the second part, creative thinking techniques are applied and advertising concepts emerge from the creative strategy. Students’ thinking and writing skills are refined in weekly workshops and culminate in a group project.

**Prerequisites:** AMB220 or COB308

**Equivalents:** AMB321, AMX318

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2
AMB319 MEDIA PLANNING
This unit introduces the qualitative and quantitative factors affecting media selection and use by advertisers. It covers the costing and scheduling of media, market targeting, measuring media exposure, media comparisons and trends. In-depth analysis of advertising media will allow learners to develop an understanding of the characteristics of each. The application of the concepts of media decision making, media strategy and research to the development of a media plan are emphasised.
Prerequisites: AMB220 Equivalents: AMB222, AMX319
Credit points: 12 Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

AMB320 ADVERTISING MANAGEMENT
This unit takes the perspective of the Advertising Manager and addresses the use of research in developing, implementing, managing, and assessing a successful advertising campaign. In Advertising Management, learners use the case method of learning to examine the advertising process from its place in the marketing mix to the formulation of objectives, strategy and budget to the development of creative and media tactics and their ongoing evaluation. In addition, issues that impinge upon the advertising campaign management process such as legal and ethical issues, globalisation and the client-agency relationship are discussed.
Prerequisites: (AMB318 or AMB221) and (AMB319 or AMB222) Equivalents: AMX320 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

AMB330 ADVERTISING PLANNING PORTFOLIO
This advanced unit builds on the theoretical perspectives and applied skills introduced to students in copywriting, media and advertising management. It explores important issues such as the contribution of research to the creation of advertising; the hierarchical development of strategy from marketing and IMC strategy through to advertising, media and creative strategy; the role of the strategic planner in advertising; the use of planning to deliver more effective advertising solutions. Using problem-based learning, students establish benchmarks to evaluate advertising, develop advertising briefs and devise strategies for on-time and on-budget process management.
Prerequisites: AMB318 or AMB221, and AMB319 or AMB222 Equivalents: AMX330 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

AMB335 E-MARKETING STRATEGIES
E-Business and mobile commerce technologies have emerged as defining technologies for companies in the 21st century. This unit focuses on e-marketing applications and strategies and the marketer’s role in developing solutions that integrate new and old economies. Drawing on their knowledge of marketing principles, students will examine the diverse applications of technology in product and service design; product distribution/service delivery and logistics; promotional strategies and other marketing components. The unit also explores the role of emerging electronic models and the use of e-marketing strategies to achieve global competitive advantage.
Prerequisites: AMB240 or CTB240, and AMB201 or CTB201 Equivalents: AMB241, AMX335 Credit points: 12 Campus: Gardens Point and Caboolture Teaching period: 2011 SEM-1 and 2011 SEM-2

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

AMB339 ADVERTISING CAMPAIGNS
This capstone advertising unit draws from all the theoretical, analytical, and applied material developed throughout the advertising major, and applies it to a client brief. Learners develop advertising solutions that incorporate all aspects of an advertising campaign, including objectives, budgeting, message development, message delivery and measurement. The key emphasis is on the use of research to develop sound advertising strategy, which is then executed as creative and media ideas and evaluated through ongoing benchmarks.
Prerequisites: AMB320 and AMB330 Equivalents: AMB321, AMX339 Credit points: 12 Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2

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:** 2011 SEM-1 and 2011 SEM-2

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**AMB359 STRATEGIC MARKETING**

Emphasis of the capstone Marketing unit is on the role of marketing manager at the corporate and strategic business unit/division levels. Students are exposed to a variety of strategic marketing techniques and issues, and learn how to apply these in corporate planning and management. Topics include: developing and critiquing strategic marketing planning models; recognising the importance of market focus; determining what marketing strategy can realistically be accomplished for a business; identifying underlying factors that must be considered in developing marketing strategy for a market-oriented organisation; discussing problems in successful implementation of marketing strategy; and organising for successful strategy implementation.

**Prerequisites:** AMB340, and AMB335 or AMB241

**Equivalents:** AMB341, AMX359

**Credit points:** 12

**Campus:** Gardens Point and Caboolture

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB369 INTERNATIONAL BUSINESS STRATEGY**

‘This unit focuses on the definition and implementation of corporate strategy for worldwide operations. As the capstone unit in the International Business major, it is designed to build upon the knowledge base of previous units, introducing you to the strategic management of firms, and engage you in the strategic choices which international managers face in the international environment.’

**Prerequisites:** AMB336, AMB303, IBB303, or IBB213

**Equivalents:** AMX369, IBB300

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB372 PUBLIC RELATIONS PLANNING**

This unit introduces students to the public relations planning process. Students build skills in planning by analysing the components, execution and evaluation of contemporary public relations campaigns. The public relations planning process, partnered with theoretical concepts and ethical considerations, is examined across practice contexts and areas.

**Prerequisites:** ((AMB263 or AMB260) and AMB264)) or (AMB261 and AMB262)

**Equivalents:** AMX372

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB373 CORPORATE COMMUNICATION**

Corporate Communication provides students with the opportunity to build on and apply their understanding of public relations to an in-house corporate role. Students gain an overview of an organisation relevant to the practice of public relations at a senior level in organisations by investigating internal communication processes, corporate reputation, corporate social responsibility, organisational culture and change and issues and crisis management.

**Prerequisites:** (AMB263 or AMB260 and AMB264) or (AMB261 and AMB262)

**Equivalents:** AMB360, AMX373

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB374 GLOBAL PUBLIC RELATIONS CASES**

Global Public Relations Cases will apply the theoretical underpinnings of generic practice to specialist areas. Exposure to real-world global situations and public relations responses will improve students' familiarity with the public relations discipline's practice and strengthen students' decision-making and critical thinking skills.

**Prerequisites:** AMB372, AMB261, or AMB262

**Equivalents:** AMB370, AMX374

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB375 PUBLIC RELATIONS MANAGEMENT**

This unit develops student skills in the analysis of public relations public relations programs in line with corporate strategy, integrating long term planning with issue assessment and response. Students extend analytical, interpretive and management skills in the public relations role.

**Prerequisites:** AMB372 and AMB373, or AMB360

**Equivalents:** AMX375

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AMB379 PUBLIC RELATIONS CAMPAIGNS**

As the capstone unit, Public Relations Campaigns sees the student bring together the design, strategic planning and tactical preparation that underpins an effective public relations campaign. Students research, develop and present their plans for a real world client, enhancing their portfolio prior to graduation.

**Prerequisites:** AMB374 or AMB370, and AMB201 or CTB201

**Equivalents:** AMB361, AMX379

**Credit points:** 12

**Campus:** Gardens Point

**Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**AYB200 FINANCIAL ACCOUNTING**

Financial Accounting examines of the accounting concepts and procedures relevant to both partnership and corporate structures within the context of the accounting profession's...
conceptual framework and the relevant accounting standards and Corporations Law requirements. Topics include: the formation, operation, financial reporting and disclosure for both partnerships and companies; accounting for leases; and the professional role of accountants. The emphasis is on the effect of the different forms of ownership on the financial statements.

**Prerequisites:** BSB110 or CTB110  
**Equivalents:** AYB121, AYX200  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

### AYB221 COMPUTERISED ACCOUNTING SYSTEMS

This unit provides an examination of the concepts, processes and issues relevant to computerised accounting systems including: accounting information systems; internal controls; design and development of computerised accounting systems including general ledger and reporting cycle, revenue cycle, expenditure cycle and payroll cycle; computer fraud, security and crime; accessing accounting information; and accounting in an electronic environment. Practical application of these concepts is enhanced by the use of accounting software such as MYOB, spreadsheet software such as Excel, database software such as Access, and interactive multimedia software such as Accounting Information Systems Cycles.

**Prerequisites:** BSB110 or CTB110  
**Antirequisites:** AYN443  
**Equivalents:** AYX221  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

### AYB225 MANAGEMENT ACCOUNTING

This unit introduces students to accounting systems and techniques that provide management at all levels with information for use in planning, controlling and decision making. This can be contrasted with financial accounting, which provides summary financial information principally for external users (i.e., shareholders, creditors, banks, etc). Emphasis is placed on developing a range of accounting systems (in particular product costing) which may be used in manufacturing firms, although the principles and concepts used to develop such systems can be adapted to service organisations.

**Prerequisites:** BSB110 or CTB110  
**Equivalents:** AYX225  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

### AYB227 INTERNATIONAL ACCOUNTING

International Accounting 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. Issues examined include: comparative international accounting systems and practices; cultural influences on accounting; international financial reporting issues such as international business combinations, intangibles, foreign currency transactions and translation, comparative international analysis of financial statements; and global accounting issues in the twenty-first century. The unit also examines the impact of international harmonization of accounting standards on multinational corporations and the investment communities worldwide.

**Prerequisites:** BSB110 or CTB110, and BSB119 or CTB119  
**Equivalents:** AYX227  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

### AYB301 AUDIT AND ASSURANCE

This unit enables students to comprehend the key concepts of auditing as a discipline, to demonstrate the relationship between auditing and the systems of accountability and to demonstrate the differences between manual and EDI audit processes. The unit builds on the knowledge of accounting and accounting standards acquired in prior units by enabling students to understand in detail the audit process (including professional auditing standards and techniques) which leads to the auditor providing an opinion on the financial reports of various types of entities. Ethics and auditor’s liability are also covered.

**Prerequisites:** (AYB221 or INB120) and (AYB340 or AYB220)  
**Equivalents:** AYX301  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SUM

### AYB311 FINANCIAL ACCOUNTING ISSUES

This unit introduces students to the nature of accounting theory and integrates theory with practice to assist in the understanding of major Australian and International accounting issues. The following topics are addressed: positive and normative theories of accounting; the external reporting framework including international harmonisation and the conceptual framework; definition, recognition and measurement of assets, liabilities, equity, revenues and expenses; asset revaluations; intangibles; leases and employee entitlements. Accounting in specific industries such as construction, extractive industries and superannuation funds is also examined. This unit complies with the new international accounting standards. Contracting theory is used

**Prerequisites:** AYB340 or AYB220  
**Equivalents:** AYX311  
**Credit points:** 12  
**Contact hours:** 3.5 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SUM

### AYB321 STRATEGIC MANAGEMENT ACCOUNTING

Strategic management accounting develops a theory of organisations that provides an understanding of the information requirements of management to facilitate the strategic planning, decision-making and control necessary
for the achievement of their objectives. Topics include: developing effective performance-evaluation systems and compensation plans; examining how managers can design organisations to motivate individuals to make choices that increase firm value; strategic planning and budgetary systems; pricing and product mix decisions; managing transfer-pricing disputes among divisions; developing an understanding of new management accounting practices, including activity-based costing (ABC), the balanced scorecard (BSC), and economic value added (EVA); and appreciating the research on the benefits and problems with ABC, BSC and EVA.

Prerequisites: AYB225  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYB339 ACCOUNTANCY CAPSTONE
Accountancy Capstone co-ordinates several parts of the accountancy degree that have already been studied by students. At the same time some new concepts are introduced for each topic. The unit attempts to simulate the real world where the professional advisor/consultant is confronted with unstructured multi-disciplined problems on a day-to-day basis.

Based on the Problem-Based Learning (PBL) methodology, students will learn the process of how to deal with the problems typically faced by the professional advisor/consultant. These problems require students to work together in teams, research issues, gather information and form conclusions.

Prerequisites: (AYB220 or AYB340 and AYB311), OR (AYB220 or AYB340 and AYB321)  Antirequisites: AYN520  Equivalents: AYX339  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

AYB340 COMPANY ACCOUNTING
This unit includes: the preparation of consolidated financial statements; an overview of the statutory requirements that dictate the format and content of published financial reports of companies; the requirements of the Corporations Act 2001 and the major disclosure orientated accounting standards; accounting for income tax; accounting for the acquisition of assets (including entities); accounting for investments in associates; accounting for foreign currency transactions arising from international trading and financing; and the translation of the results of foreign operations.

Prerequisites: AYB200 or AYB121  Equivalents: AYX340  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1 and 2011 SEM-2

BSB110 ACCOUNTING
Accounting data is the basis for decision making in any organisation. Accordingly, the aim of this unit is to provide students with a basic level of knowledge of modern financial and managerial accounting theory and practice so that they can understand how accounting data is used to help make decisions in organisations. The unit covers financial procedures and reporting for business entities, analysis and interpretation of financial statements and planning, control and business decision making.

Antirequisites: BSD110, CNB293, UDB342  Equivalents: BSX110, CTB110  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB113 ECONOMICS
This unit introduces students to the key economic concepts and their practical applications. It comprises twelve topics each focusing on a current economic issue. Microeconomic topics include demand and supply, elasticity, production and cost theory and market structure. Macroeconomic topics include measuring GDP, inflation and unemployment, money and banking, and fiscal and monetary policy.

Antirequisites: BSD113, UDB104  Equivalents: BSX113, CTB113  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

BSB115 MANAGEMENT
The unit provides an introduction to the theories and practice of management and organisations. Emphasis is on the conceptual and people skills that are needed in all areas of management and in all areas of organisational life. The unit acknowledges that organisations exist in an increasingly international environment where the emphasis will be on knowledge, the ability to learn, to change and to innovate. Organisations are viewed from individual, group, corporate and external environmental perspectives.

Antirequisites: BSD115  Equivalents: BSX115, CTB115  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

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

**Antirequisites:** BSB116, BSB112, BSD119  
**Equivalents:** BSX119, CTB119  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

*BSB123 DATA ANALYSIS*

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

**Antirequisites:** BSB117, BSB122, CTB122, EFB101, MAB101, MAB141, MAB233  
**Equivalents:** BSX123  
**Credit points:** 12  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

*BSB124 WORKING IN BUSINESS*

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

**Antirequisites:** BSB114, CTB114, HHB113, BSD124  
**Equivalents:** BSX124  
**Credit points:** 12  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1 and 2011 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:** BSX126, CTB126  
**Credit points:** 12  
**Contact hours:** 4 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

*EFB201 FINANCIAL MARKETS*

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

**Prerequisites:** BSB113 or CTB113  
**Equivalents:** EFX201  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

*EFB210 FINANCE 1*

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

**Prerequisites:** BSB123 or BSB122 or MAB126 or (BSB110 and BSB113)  
**Equivalents:** EFX210  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

*EFB222 QUANTITATIVE METHODS FOR ECONOMICS AND FINANCE*

This unit will provide students with the necessary background for advanced study in economics, econometrics and finance. It should also enable them to use basic mathematical and statistical techniques for economic and financial analysis and enable the confident and independent use of these skills. Students will be helped to understand the use of these techniques with reference to real world applications drawn from the fields of economics and finance.

**Prerequisites:** BSB122 or CTB122, or BSB123 or MAB101 or MAB233  
**Antirequisites:** EFB101  
**Equivalents:** EFX222  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

*EFB223 ECONOMICS 2*
Consumer behaviour, the role of the government in market intervention, allocative efficiency and market structure are some of the fundamental issues in microeconomics addressed in this unit. Business cycles and the related issue of macroeconomic stabilisation policy are analysed and explained within the Australian context. The significance of the international economy is described through a discussion of foreign exchange markets, the Australian dollar and the terms of trade.

**Prerequisites:** BSB113 or CTB113 or UDB104  
**Equivalents:** EFB102, EFX223  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**EFB240 FINANCE FOR INTERNATIONAL BUSINESS**

In this unit students analyse the way international operations and performance of business can be put at risk by changing financial and regulatory conditions across borders and determine how best to manage the exposure to this risk. This unit examines the following: the evolution of the international financial system; the foreign exchange market; the types of foreign exchange rate exposures; managing exchange; translation and consolidation risks; assessing foreign direct investment targets; comparing the performance of foreign affiliates; operations exposure to regulatory risk of tax; investment and competition policy changes; country risk assessment and managing country risk exposure.

**Prerequisites:** (BSB119 or CTB119) or BSB116, and (BSB113 or CTB113) or (BSB122 or CTB122)  
**Antirequisites:** EFB312, MIB202  
**Equivalents:** EFX240, IBB202  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1, 2011 SEM-2 and 2011 SUM

**EFB307 FINANCE 2**

This unit includes the following topics: the financing decision - capital structure, debt versus equity, lease versus debt, term structure versus default structure of interest rates; the dividend decision - dividends versus capital gains, franked versus unfranked income; firm valuation; free cash flow model; evaluation of takeovers; Risk and Return - diversification, the CAPM model, its practical application and its relationship to efficient market hypothesis; introduction to forwards, futures, options, warrants, convertibles and risk management using financial derivatives.

**Prerequisites:** EFB210  
**Equivalents:** EFX307  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**EFB312 INTERNATIONAL FINANCE**

This unit examines the theory and practice of international finance, including the mechanics and uses of the spot, forward, swap, futures and options markets in foreign exchange; the relationship between domestic and international capital markets; interest rate and exchange rate determination; risk management of foreign exchange; international trade finance; evaluation of offshore investment.

**Prerequisites:** EFB210  
**Antirequisites:** EFB212, IBB202, EFB240  
**Equivalents:** EFX312  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**EFB330 INTERMEDIATE MACROECONOMICS**

This unit develops an analytical framework which can be used to understand and evaluate the macroeconomic performance of the Australian economy. It also provides extensive discussion of the monetary and fiscal policy approaches that are taken to maintain a sustainable economy with low inflation and low unemployment. Key issues addressed include unemployment, inflation, economic growth, saving and the balance of payments.

**Prerequisites:** EFB223 or EFB102  
**Equivalents:** EFB202, EFX330  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

**EFB331 INTERMEDIATE MICROECONOMICS**

This unit is designed to develop students’ understanding of microeconomics and its applications at the intermediate level. More specifically, the theoretical and empirical content of this unit provides the basis for understanding the decisions and actions of consumers, firms and governments in modern economies. Furthermore, the unit provides an appreciation of the range of issues to which economics may usefully be applied to improve managerial decision-making and the formulation of public policy to improve the welfare of the community.

**Prerequisites:** EFB223 or EFB102  
**Equivalents:** EFB211, EFX331  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

**EFB332 APPLIED BEHAVIOURAL ECONOMICS**

This unit is designed to expose students to current and practical applications of behavioural economics that can be used to improve the understanding of important topics in the area of sports, arts and entertainment. It uses an economic approach to explore topics such as superstardom, fakes, fads and herding behaviour, favouritism, awards and creativity, pressure, pay and performance, positional concerns or outcome uncertainty. The theories and methodological tools learned in this unit can also be applied to other economic areas and industries.

**Prerequisites:** EFB223 or EFB102  
**Equivalents:** EFX332  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1
EFB333 INTRODUCTORY ECONOMETRICS
Economics and finance graduates require some knowledge of econometrics to assist them in the application and testing of behavioural models and to provide quantitative forecasts for informed decision making. This unit aims to provide an introduction to a range of econometric techniques appropriate for students studying economics and finance. The unit will provide an understanding of some core underlying theoretical issues essential for competent econometric modelling and then introduce students to a set of techniques tailored specifically to the needs of economics and finance students.
Prerequisites: EFB222 or EFB101 Antirequisites: EFB200
Equivalents: EFX333
Credit points: 12
Campus: Gardens Point Teaching period: 2011 SEM-1

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

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

EFB336 INTERNATIONAL ECONOMICS
International economics advances student understanding of global markets and positions through theories and analyses of trade, intervention, currencies, current transactions, capital positions and obligations in an interdependent world. Through considerations of international positions and competitiveness the unit develops a framework for understanding of the prospects and challenges facing firms, organisations, institutions and governments active in the international economy and of the wider issues of global progress and stagnation.
Prerequisites: EFB330 or EFB202, and EFB331 or EFB211
Antirequisites: EFB314
Equivalents: EFX336
Credit points: 12
Campus: Gardens Point Teaching period: 2011 SEM-2

EFB337 GAME THEORY AND APPLICATIONS
This unit presents the basic concepts of game theory and its application to economic phenomena, focussing on how individuals and firms deal with uncertainty and situations involving strategic interactions. The theoretical concepts are illustrated with applications from both the private and public sectors. Contents include the economics of uncertainty and information, asymmetric information, auctions, bargaining, markets and competition.
Prerequisites: EFB331 or EFB211
Equivalents: EFX337
Credit points: 12
Campus: Gardens Point Teaching period: 2011 SEM-2

EFB338 CONTEMPORARY APPLICATION OF ECONOMIC THEORY
EFB338 is a unit designed to summarize your studies in economics. The unit comprises usually of three or more topics of current research in economics. The topics cover micro and macro economics, trends in current theoretical, empirical and economic policy research. The unit is designed to develop your ability to summarise, evaluate and criticise research findings as well as to introduce you to how research in economics evolves to allow you to keep up with the progress made in economics after your degree.
Prerequisites: EFB222 or EFB101, EFB223 or EFB102, EFB330 or EFB202, and EFB331 or EFB211
Assumed knowledge: This unit is the capstone unit for the Economics primary major and is designed to be completed in the final year of study.
Equivalents: EFB329, EFX338
Credit points: 12
Campus: Gardens Point Teaching period: 2011 SEM-2

EFB340 FINANCE CAPSTONE
This unit is designed to encompass the theory and knowledge gained in the entire Finance Major. The topics included in this unit are project evaluation, investment analysis, corporate valuation and advanced financial decision making. This unit aims to provide students with the forum to practice their finance skills in an applied setting which acts as a bridge between university studies and real-world employment in the financial services industry.
Prerequisites: EFB307 and EFB335.
EFB335 can be enrolled in the same teaching period as EFB340.
Equivalents: EFX340
Credit points: 12
Campus: Gardens Point Teaching period: 2011 SEM-1 and 2011 SEM-2
LWB136 CONTRACTS A
This unit includes the following: formation of contracts; equitable estoppel; privity of contract; formalities; express and implied terms; an examination of promises which are legally binding; how contractual promises may be characterised and the significance of that characterisation.

Prerequisites: LWB141 or LWB145
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB137 CONTRACTS B
Legally binding promises pervade society, from uncomplicated bargains like riding on a bus to complex multi-million dollar transactions. The law of contract provides an understanding of promises which are legally binding, how contractual promises may be characterised and the significance of that characterisation, and how contractual promises may be discharged or invalidated. This is the second of two associated units which examine the law of contract, the focus of this unit being on the discharge of contracts, remedies for breach and the invalidation of contracts. The two units together provide the foundation for several units encountered later in the course.

Prerequisites: LWB136
Credit points: 12
Contact hours: 3 hours per week
Campus: Gardens Point and External
Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB142 LAW, SOCIETY AND JUSTICE
This unit examines the basic tenets of our democratic liberal legal system, particularly the central concept, the rule of law. The unit begins with an historical development of rights and the rule of law. It looks at how law and values intertwine and how society at a particular time shape notions of legal personality, the recognition of 'family' and human rights in law. It finally addresses the limitations of democratic liberalism and the rule of law by examining the reality of equality before the law in relation to such topics as gender and cultural neutrality, equal access to justice, and lawyers and the adversarial system.

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

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

LWB144 LAWS AND GLOBAL PERSPECTIVES
This unit is designed to give students an understanding of the global context in which Australia operates and the important impact of this context on Australian law and legal practice. The unit introduces and explains the fundamental structures and principles of Comparative Law, Public International Law and Private International Law; and examines their relevance to contemporary legal practice in Australia.

Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period: 2012 SEM-2

LWB145 LEGAL FOUNDATIONS A
The unit aims to provide foundational knowledge about law and legal concepts, the Australian legal system and constitution, sources of law (including their purpose and use) and the ethical underpinnings of the law and legal profession. The unit also aims to introduce, within real world contexts, the essential legal skills of case analysis, problem solving, legal writing, legal reasoning, legal research and statutory interpretation to enable students to progress in their study of law.

Corequisites: LWB147
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period: 2011 SEM-2

LWB146 LEGAL FOUNDATIONS B
The aim of this unit is for you to further develop, within real world contexts, the skills in legal research, analysis, problem solving and writing that were introduced in LWB145 Legal Foundations A. This aim is directed towards ensuring that by the end of the first year of your law degree you are able to perform tasks required to progress your study of law and that you can reflect on the continued development of your legal research and writing skills to equip you with the skills required in legal practice.

Prerequisites: LWB141 or LWB145
Credit points: 12
Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB147 TORTS A
The aims of this unit are for you to develop an understanding of the law of torts relating to trespass, negligence and workers’ compensation and the underlying principles and policies that influence the development of torts law. Further, this unit aims to demonstrate how the law of torts works in a real world context, with particular focus on legal problem solving and the teaching of legal interviewing skills. The unit will practise and develop the foundational legal skills introduced in LWB145 Legal Foundations A.
Prerequisites: LWB145 (can be enrolled in the same teaching period)  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB148 TORTS B
This unit aims to build upon the knowledge, understanding and skills developed in Torts A through a more in-depth examination of a wider range of torts and related issues. It also aims to equip you with a more detailed and sophisticated knowledge and understanding of how this area of the law is likely to develop in the 21st Century. Integral to this is the development of your skills, necessary for the practice of law and your further studies of law, in legal problem solving, research and written communication and an understanding of ethical issues related to the practice of law.
Prerequisites: LWB138 or LWB147 or LWB146 where LWB146 can be enrolled in the same study period  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB149 INDIGENOUS LEGAL ISSUES
Indigenous Australians have a unique position in Australian society as the traditional owners and custodians of the Australian continent and its offshore islands. The colonisation of Australia and the introduction of Anglo-Australian law have had a profound impact on Indigenous Australians and in many ways have contributed to the current level of social and economic disadvantage in Indigenous communities. This unit aims to provide you with an understanding of how government law and policy has had an especially adverse effect on Australian Indigenous peoples. It explores the potential for greater recognition of Indigenous rights, including the right to self determination, in the Australian context. The unit is of relevance if you are intending to work in legal practice, public sector policy or community organisations.
Prerequisites: LWB145. LWB145 can be studied in the
Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SEM-2

LWB150 LAWYERING AND DISPUTE RESOLUTION
Credit points: 12  Campus: Gardens Point and External  Teaching period: 2011 SEM-2

LWB150 LAWYERING AND DISPUTE RESOLUTION
Law students, and first year law students in particular, need an introduction to the context of legal professional practice to inform their study of the law. It is critical for the effective learning of law that students start to ‘think like a lawyer’, and understand the important and positive role that lawyers play in society. This role includes upholding the rule of law and assisting people to resolve disputes. In this unit students are introduced to a range of aspects of legal practice, with a focus on non-adversarial approaches to practice and to legal advocacy. Students are also introduced to key foundational lawyering skills centred on effective legal practice. In this way students are encouraged to develop an emergent sense of a positive professional legal identity.
Credit points: 12  Campus: Gardens Point and External  Teaching period: 2012 SEM-2

LWB238 FUNDAMENTALS OF CRIMINAL LAW
An understanding of the principles of Criminal Law is of fundamental importance as it impinges upon almost every aspect of domestic, commercial, corporate and public activity in Queensland. The aim of this unit is to provide an overview of the aims and sources of Criminal Law in Queensland and to develop an understanding of the onus of proof in criminal matters. Additionally the unit explores the concept of fault elements, the criminal justice system and a selection of major offences while also developing advocacy skills.
Prerequisites: LWB145. LWB145 can be studied in the
same teaching period as LWB238  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-2 and 2011 SEM-1

**LWB239 CRIMINAL RESPONSIBILITY**
The aim of this unit is to build upon the principles and skills explored in LWB238 by developing an understanding of the way criminal responsibility is imposed through the complicity provisions of the Criminal Code and the common law and how the major defences and excuses operate. The unit also examines the major sentencing principles applied in Queensland.

**Prerequisites:** LWB238  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SUM-2 and 2011 SEM-1

**LWB239 CRIMINAL RESPONSIBILITY**
The aim of this unit is to build upon the principles and skills explored in LWB238 by developing an understanding of the way criminal responsibility is imposed through the complicity provisions of the Criminal Code and the common law and how the major defences and excuses operate. The unit also examines the major sentencing principles applied in Queensland.

**Prerequisites:** LWB238  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SUM-2 and 2011 SEM-2

**LWB240 PRINCIPLES OF EQUITY**
The principles of Equity were originally developed to ameliorate the harshness of the common law and have since become a fundamental component of our legal system. A knowledge and understanding of the major principles of equity are necessary to an understanding of how the Australian legal system operates; it is therefore located early in the LLB degree. The aim of this unit is to provide a coherent knowledge and understanding of equitable principles within the context of the Australian legal system as well as developing skills relevant to ongoing learning and professional practice.

**Prerequisites:** LWB136  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-1

**LWB241 TRUSTS**
Trusts are a fundamental institution of ownership of property in equity; they are used for various purposes including estate planning, commercial and charitable purposes. A knowledge and understanding of the trust in its various forms and the equitable principles of property transfer are fundamental in understanding the impact of the principles of equity in the area of property ownership and rights. The aim of this unit is to provide a coherent knowledge and understanding of the law relating to trusts within the context of the Australian legal system and to develop skills relevant to ongoing learning and professional practice.

**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SEM-2

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Trusts are a fundamental institution of ownership of property in equity; they are used for various purposes including estate planning, commercial and charitable purposes. A knowledge and understanding of the trust in its various forms and the equitable principles of property transfer are fundamental in understanding the impact of the principles of equity in the area of property ownership and rights. The aim of this unit is to provide a coherent knowledge and understanding of the law relating to trusts within the context of the Australian legal system and to develop skills relevant to ongoing learning and professional practice.

**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SEM-2

**LWB242 CONSTITUTIONAL LAW**
The aim of the unit is to provide knowledge and understanding of the constitutional arrangements effected by the Commonwealth Constitution and the State Constitutions, including the structure and institutions of the Constitutions, the division of power between Commonwealth and States, and relations between the different levels of government.

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

**LWB243 PROPERTY LAW A**
The aim of the unit is to provide you with an understanding of the legal principles relating to real and personal property and how these rules operate in a modern legal system. The unit also aims to develop the skills, necessary for the practice of law and your further studies of law, in legal problem solving and reasoning and oral and written communication.

**Prerequisites:** LWB137 and (LWB148 or LWB139)  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-1

**LWB244 PROPERTY LAW B**
This unit aims to build upon the knowledge, understanding and skills that you acquired in LWB243 Property Law A by further developing your understanding of property law relating to leases, mortgages, co-ownership, community title, easements, profits a prendre and freehold and statutory covenants. It also aims to equip you with an understanding of how this area of the law is likely to develop in the 21st Century. Integral to this is the development of
your skills of problem solving, research, writing and drafting which are necessary for the practice of law and your further studies of law, in legal problem solving, research, written communication and drafting.

**Prerequisites:** LWB243, LWB146, LWB241 (LWB241 can be enrolled in the same teaching period)  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SEM-2

**LWB244 PROPERTY LAW B**
This unit aims to build upon the knowledge, understanding and skills that you acquired in LWB243 Property Law A by further developing your understanding of property law relating to leases, mortgages, co-ownership, community title, easements, profits a prendre and freehold and statutory covenants. It also aims to equip you with an understanding of how this area of the law is likely to develop in the 21st Century. Integral to this is the development of your skills of problem solving, research, writing and drafting which are necessary for the practice of law and your further studies of law, in legal problem solving, research, written communication and drafting.

**Prerequisites:** LWB243, LWB146, LWB241 (LWB241 can be enrolled in the same teaching period)  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-2 and 2011 SUM

**LWB302 FAMILY LAW**
This unit considers the manner in which the law treats the special social relationships that exist among members of a family and transforms them into legal rights and duties. The following aspects are addressed: the family as a legal phenomenon; methods of dispute resolution in family law; annulment of marriages; dissolution of marriages; consequences of separation and divorce, such as maintenance, child support, adjustment of interests in property and parental responsibilities.

**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SUM-2 and 2012 SEM-2

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This unit considers the manner in which the law treats the special social relationships that exist among members of a family and transforms them into legal rights and duties. The following aspects are addressed: the family as a legal phenomenon; methods of dispute resolution in family law; annulment of marriages; dissolution of marriages; consequences of separation and divorce, such as maintenance, child support, adjustment of interests in property and parental responsibilities.

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

**LWB307 INSOLVENCY LAW**
This unit examines the following: the insolvency of individuals and the Bankruptcy Act 1966 (Cwlth); winding up of companies; reconstructions and arrangements and voluntary administration as procedures other than winding up which may be open to an insolvent company; the law relating to receivership; relevant provisions of the Corporations Law.

**Prerequisites:** LWB334  
**Credit points:** 12  
**Contact hours:** 2 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SEM-1

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**Prerequisites:** LWB334  
**Credit points:** 12  
**Contact hours:** 2 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-1

**LWB308 AUSTRALIAN EMPLOYMENT LAW**
The employment relationship is one which effects us all, and in the light of recent legislative changes to industrial and employment law, will continue to have a profound effect on both our own lives and the lives of those with whom we come into professional contact. The study of Australian industrial law draws on students' knowledge of contract, tort and constitutional law and introduces the legislative and common law bases by which industrial relations are conducted in this country.

**Prerequisites:** (LWB139 or LWB148) and (LWB231 or LWB242)  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-2

**LWB309 SUCCESSION**
This unit includes the following: examination of the law with respect to wills and probate; a study of the formalities required to execute a valid will; the intestacy provisions where someone dies without having made a will; the rights of a testator's family when they have not been named as a beneficiary in the deceased's will; a detailed examination of the provisions of the Succession Act 1981 (Qld).

**Prerequisites:** LWB240, LWB241  
**Credit points:** 12  
**Contact hours:** 2 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-1

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required to execute a valid will; the intestacy provisions
where someone dies without having made a will; the rights
of a testator's family when they have not been named as a
beneficiary in the deceased's will; a detailed examination of
the provisions of the Succession Act 1981 (Qld).
Prerequisites: LWB240, LWB241 Credit points: 12
Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2011 SEM-2

LWB312 REAL ESTATE TRANSACTIONS
This unit includes an analysis of a land transaction through
the principles involved in the construction of contracts for
the sale of land, with special emphasis on the standard
REIQ Contract Terms of Sale in use in Queensland. There
is also reference to conveyancing of lots under the Body
Corporate and Community Title Management Act 1997 and
Prerequisites: LWB137, LWB240 and LWB244 Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2012 SEM-2

LWB313 DISCRIMINATION & EQUAL OPPORTUNITY LAW
This unit includes the following: an examination of the law
and policy with respect to discrimination and equal
opportunity in Australia; relevant international treaties and
Australian legislation such as the Queensland Anti-
Discrimination Act; the Anti-Discrimination Commission and
procedures.
Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2011 SEM-1

LWB333 THEORIES OF LAW
Legal practice requires an understanding and appreciation
of its philosophical and theoretical foundations, as these
guide the policies and inform changes to law through
legislative and judicial action. Understanding the major
theoretical and philosophical approaches assists with the
resolution of novel and difficult legal problems. This unit
imparts both knowledge based content and process based
competencies that result in independent learning outcomes.
Topics covered include natural law, positivism, Dworkin,
social, economic and historical theories of law, legal
realism, sociological theories of law, critical legal studies,
postmodern legal thought, feminist theories of law, critical
race theory, postcolonial legal theory.
Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External

LWB334 CORPORATE LAW
This unit includes the following: the basic legal principles
relating to registered companies; the principle of the veil
of incorporation; internal functioning of a registered company
including the operation of the constitution and replaceable
rules; dealings with third parties; legal rules relating to share
capital; dividends and loan capital; introduction to
obligations of company officers and shareholder rights.
Further specialised units such as Law of Corporate
Governance are offered for students who have completed
Corporate Law and wish to concentrate some of their
studies in the corporations and commercial area.
Prerequisites: (LWB143 or LWB146) and (LWB237 or LWB243) Credit points: 12 Contact hours: 3 per week in Sem 2. Campus: Gardens Point and External Teaching period: 2012 SEM-2 and 2012 SUM
LWB334 CORPORATE LAW
This unit includes the following: the basic legal principles relating to registered companies; the principle of the veil of incorporation; internal functioning of a registered company including the operation of the constitution and replaceable rules; dealings with third parties; legal rules relating to share capital; dividends and loan capital; introduction to obligations of company officers and shareholder rights. Further specialised units such as Law of Corporate Governance are offered for students who have completed Corporate Law and wish to concentrate some of their studies in the corporations and commercial area.
Prerequisites: (LWB143 or LWB146) and (LWB237 or LWB243) Credit points: 12 Contact hours: 3 per week in Sem 2. Campus: Gardens Point and External Teaching period: 2011 SEM-2 and 2011 SUM

LWB335 ADMINISTRATIVE LAW
To enable you to develop a working knowledge of administrative law at both the state and federal level as well as a broader understanding of the role and function of this area of law in balancing administrative efficiency and legitimate government interests against the requirements of accountability in executive decision-making.
Prerequisites: LWB242 or LWB231 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2012 SUM-2 and 2012 SEM-1

LWB335 ADMINISTRATIVE LAW
To enable you to develop a working knowledge of administrative law at both the state and federal level as well as a broader understanding of the role and function of this area of law in balancing administrative efficiency and legitimate government interests against the requirements of accountability in executive decision-making.
Prerequisites: LWB242 or LWB231 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2011 SUM-2 and 2011 SEM-1

LWB356 ADVOCACY
Advocacy is the art of persuasion in Court and before Tribunals. This unit concentrates on developing the fundamental skills of a good advocate, namely analysis, preparation and performance. Students are required to participate in oral advocacy exercises and mock trials. Regular attendance is necessary for successful completion of this unit.
Prerequisites: LWB432 Credit points: 12 Contact hours: Block Mode Campus: Gardens Point Teaching period: 2011 SUM-2 and 2011 SEM-2

LWB361 DRAFTING
This skills unit uses an interactive practical approach in teaching students the rules in drafting private legal documents in plain English. The general rules are considered first and then applied in drafting documents and parts of documents from the areas of conveyancing contracts (residential and commercial land, and businesses), options, leases, mortgages, guarantees and trusts. Stamp duty is also dealt with because of the close relationship stamp duty has with documents of various kinds.
Prerequisites: LWB241, LWB244 and (LWB237 or LWB243) Credit points: 12 Contact hours: 2hrs per week Campus: Gardens Point Teaching period: 2012 SEM-2

LWB363 INSURANCE LAW
Insurance is the payment of a premium by one to another to cover the risk that an unidentified event should occur, upon which a payment in the insured sum shall be made. This course prepares students to advise insureds and insurers alike on issues such as whether a policy covers the event which has occurred and whether there are grounds upon which all or part of a claim may be refused. In addition to principles of general insurance, the course also covers selected aspects of professional indemnity insurance, directors and officers insurance and a detailed study of the statutory framework in Queensland for compulsory third party motor vehicle insurance and workers compensation. Any one interested in litigation should study insurance law.
Prerequisites: LWB137 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2010 SEM-2

LWB364 INTRODUCTION TO TAXATION LAW
This unit examines the principles relating to the powers of the Australian government to impose income tax. This includes concepts of residence of individual tax payers for taxation purposes and source of income. Students consider the distinction between income and capital as this relates to the imposition of income tax and the concept of deductions as a means of reducing taxable income. Taxation of capital gains particularly as this relates to a taxpayer's main residence, deceased estates and general transfers of assets is discussed in detail. The other major topic is a critical analysis of the need for the general anti-tax avoidance provisions and how they apply.
Antirequisites: AYB219 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2012 SEM-1

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as a means of reducing taxable income. Taxation of capital gains particularly as this relates to a taxpayer's main residence, deceased estates and general transfers of assets is discussed in detail. The other major topic is a critical analysis of the need for the general anti-tax avoidance provisions and how they apply.

**Antirequisites:** AYB219  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SUM

**LWB366 LAW OF COMMERCIAL ENTITIES**

This unit examines the legal principles pertaining to a number of different structures found in commercial life. It includes a brief consideration of corporations, more detailed examination of partnerships, unit trusts, joint ventures and incorporated associations. Consideration is given to the definition of these structures, relationship with third parties, relationship of members inter se. This unit can be completed before or in conjunction with Corporate Law (LWB334).

**Prerequisites:** (LWB143 or LWB146) and (LWB237 or LWB244) and LWB240 and LWB241  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2012 SEM-1

**LWB367 LAW OF CORPORATE GOVERNANCE**

Successful completion of LWB334 Corporate Law is an essential prerequisite to undertaking this unit. This is a specialised unit providing an examination of the two organs which govern a company: the board of directors and the company in general meeting. The unit examines in some detail particular aspects of the law applicable to these bodies: some of the duties affecting directors; topical issues such as directors interests in contracts; the role of waiver of breaches and improprieties; members rights and protection; relevant aspects of meeting law; an examination of the roles of the Australian Securities Commission and the Australian Stock Exchange; the roles of the Institutional Shareholder and/or Shareholder Associations.

**Prerequisites:** LWB334  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-2

**LWB406 FUNDAMENTALS OF PUBLIC INTERNATIONAL LAW**

This unit considers the legal rules that govern the activities of nations and the regulation of the activities of nations by international organisations, such as the UN. It also includes: the creation of international law and its sources; treaties; customary law; general principles of law; the concept of international legal personality; statehood; self-determination; recognition; the effects of international law; sovereignty; international responsibility. It also includes the law of armed conflict.

**Prerequisites:** LWB144  Credit points: 12  Contact hours: 2 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-2

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This unit considers the legal rules that govern the activities of nations and the regulation of the activities of nations by international organisations, such as the UN. It also includes: the creation of international law and its sources; treaties; customary law; general principles of law; the concept of international legal personality; statehood; self-determination; recognition; the effects of international law; sovereignty; international responsibility. It also includes the law of armed conflict.

**Prerequisites:** LWB144  Credit points: 12  Contact hours: 2 per week  Campus: Gardens Point and External  Teaching period: 2012 SEM-2

**LWB407 PRIVATE INTERNATIONAL LAW**

This unit includes the body of law governing the resolution of private legal problems with a significant foreign (or inter-state) element. Topics studied include: jurisdiction of domestic courts to determine matters having a foreign element; enforcement of foreign judgments in the domestic jurisdiction; choice of law for the resolution of the dispute, both generally and in relation to family law, contract, tort, property and succession. This unit assumes a basic knowledge of these areas of substantive law and therefore is best taken as a final year unit.

**Prerequisites:** (LWB242 or LWB231) and (LWB237 or LWB244)  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-2

**LWB410 COMPETITION LAW**

This unit includes an overview of the anti-competitive practices that are proscribed by Part IV and Part XIB of the Trade Practices Act 1974 (Cth). It also deals with the remedies available for contraventions of Part IV and the possibility of obtaining authorisation from the Australian
Competition and Consumer Commission. The access provisions of Part III A and Part XIC are also considered. **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External  **Teaching period:** 2011 SEM-2

**LWB413 QUEENSLAND PARLIAMENTARY INTERNSHIP PROGRAM**

This unit provides an opportunity for students to learn about the workings of the Queensland Parliament and to undertake a piece of research of interest and use to a member or senior officer of Parliament. Places are limited and preference will be given to students with a good academic record. This unit may be undertaken in semester 2, and intending students should contact the Unit Coordinator in May of each year. Places are generally available only to students in their final year of study who have achieved a grade point average of at least 5.2 or have demonstrated other evidence of capacity for research and report writing.

**Prerequisites:** 192 Credit Value in spk(s): LWB%  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-2

**LWB418 COMPETITION MOOTS 1**

If students have completed the core units in first and second year, enjoy working under pressure and have participated in at least one moot as counsel, they may apply when applications are called for. Places are very limited, but if students are successful, they can take their skills to the national and international arena, and experience mooting at the highest level. International and national moots require significant preparation and attention to detail, with a very high level of commitment, research, writing and discipline knowledge. Because of the timetabling of international moots throughout the year, students may be required to work on the competition moot from November to February. The number of moots offered will vary from year to year.

**Prerequisites:** LWB137 and LWB238 and (LWB139 or LSB148) and (LSB231 or LWB242)  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2012 SEM-1 and 2012 SEM-2

**LWB418 COMPETITION MOOTS 2**

This unit allows a student to build on the skills they have learnt in LWB418 Competition Mooting 1, to give them a higher level of understanding of oral and written argument and persuasive speaking, and an ability to apply these skills in an international competitive context.

**Prerequisites:** LWB418  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2011 SEM-1 and 2011 SEM-2

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**Prerequisites:** LWB418  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:** 2012 SEM-1 and 2012 SEM-2

**LWB420 INTERNSHIP**

The aim of this unit, ideally to be undertaken in the later years of the LLB course, is to provide an opportunity for students to work in a functioning workplace environment with a broad public law focus and to enable students to engage in practical tasks, that require demonstration of legal analysis, critical reflection and appropriate communication skills.

**Prerequisites:** 192 Credit Value in spk(s): LWB%  **Credit points:** 12  **Campus:** Gardens Point  **Teaching period:**
LWB420 INTERNSHIP
The aim of this unit, ideally to be undertaken in the later years of the LLB course, is to provide an opportunity for students to work in a functioning workplace environment with a broad public law focus and to enable students to engage in practical tasks, that require demonstration of legal analysis critical reflection and appropriate communication skills.
Prerequisites: 192 Credit Value in spk(s): LWB% Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-1

LWB421 LEARNING IN PROFESSIONAL PRACTICE
This unit provides students with the experience of working in a legal professional placement in the private sector. The student will reflect upon and learn from this experience through keeping a reflective journal, sharing their experiences with other students and use of the student ePortfolio. Integral to the student’s experience will be the identification and consideration of the theory/practice nexus.
Credit points: 12  Campus: Gardens Point and External  Teaching period: 2012 SEM-2 and 2012 SUM

LWB422 VIRTUAL LAW PLACEMENT
The aim of the VLP unit is to provide you with a real world learning experience through your application for, and supervised placement in one of a diverse range of legal workplace environments. Through this experience you should achieve a greater knowledge and understanding of the dynamic relationship between academic knowledge and its practical application to the legal issues that arise in a workplace; as well as the opportunity to identify and practise the graduate capabilities relevant to the workplace environment in which your virtual placement is located.
Credit points: 12  Campus: Gardens Point and External  Teaching period: 2011 SEM-2 and 2012 SUM

LWB423 INTELLECTUAL PROPERTY AND TECHNOLOGY LAW CLINIC
Credit points: 12  Teaching period: 2011 SEM-2

LWB431 CIVIL PROCEDURE
This core unit focuses on developing basic litigation skills. The following issues are examined: the adversarial system and alternative methods of dispute resolution, obligations to the client, the structures and processes of litigation conducted in the Supreme, District and Magistrates Courts, jurisdiction, originating process, notice of intention to defend, parties, service, ending proceedings early, pleading, disclosure, subpoenas, trial, appeals, costs and enforcement.
Prerequisites: 192 Credit Value in spk(s): LWB% Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SUM

LWB432 EVIDENCE
The law of Evidence concerns those rules and principles which govern the presentation and proof of facts and information in court proceedings, both civil and criminal. The unit covers both State and Federal jurisdictions. NB: External only in Semester Two.
Prerequisites: LWB238  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2011 SEM-1 and 2011 SUM
LWB432 EVIDENCE
The law of Evidence concerns those rules and principles which govern the presentation and proof of facts and information in court proceedings, both civil and criminal. The unit covers both State and Federal jurisdictions. NB: External only in Semester Two.
Prerequisites: LWB238 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and External Teaching period: 2012 SEM-1

LWB433 PROFESSIONAL RESPONSIBILITY
This unit includes the following: the ethical principles upon which the practice of all professions is based; the principles which underpin the discipline of law and the workings of the legal profession; the history, nature, organisation and operation of the legal profession; codes of conduct, trust accounts and professional legal ethics.
Prerequisites: 192 Credit Value in spk(s): LWB% Credit points: 12 Contact hours: 3 per week in Sem 2. Campus: Gardens Point and External Teaching period: 2011 SUM-2 and 2011 SEM-2

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Prerequisites: 192 Credit Value in spk(s): LWB% Credit points: 12 Contact hours: 3 per week in Sem 2. Campus: Gardens Point and External Teaching period: 2012 SUM-2 and 2012 SEM-2

LWB435 LEGAL RESEARCH IN PRACTICE
The aim of this unit is assist you to develop the advanced legal skills necessary to solve and communicate options for the resolution of complex legal problems (issue identification, legal research, critical analysis and effective writing), in a professional context. The unit also aims to advance your ability to acquire new knowledge independently. The focus of the unit is on teaching doctrinal legal research skills.
Prerequisites: LWB243 Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2012 SEM-1

LWB456 LEGAL CLINIC (ORGANISED PROGRAM)
In this unit students are provided with the opportunity to see law in action through being involved in the delivery of legal services to members of the community under the umbrella of Legal Aid Queensland, the Prisoners Legal Service Inc or the Aboriginal and Torres Strait Islander Corporation (QEA) for Legal Services. Students work in their placement is supplemented with a weekly seminar program that deals with such topics as legal interviewing, family and criminal law practice, professionalism and legal writing.
Prerequisites: LWB418 Credit points: 12 Campus: Gardens Point Teaching period: 2011 SUM-2

LWB459 COMMERCIAL AND CONSUMER LAW
Commercial Law concerns rights in relation to personal property, in particular goods, in the context of commercial transactions. Consumer Law focuses on the rights afforded by the law to the consumer in commercial and financial transactions.
This unit builds on the knowledge of the laws of personal property gained in Property Law A. The concepts of personal property law underpin sale of good transactions. It is important to have a sound understanding of these concepts to be able to apply the relevant statutory provisions.

The principles of agency law will be examined at an advanced level given the relevance of agency to commercial transactions.
Prerequisites: LWB243 Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2012 SEM-1

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The principles of agency law will be examined at an advanced level given the relevance of agency to commercial transactions. **Prerequisites:** LWB243  **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External

**LWB460 SPORTS LAW**

Sport is an area that is becoming increasingly business orientated and litigious. If you plan to work as a manager, administrator or lawyer in the area of sports you will, in the course of your day to day activities, encounter a wide variety of situations that could have potential legal consequences. As a result, a sound knowledge of the key areas of the law relevant in this area, such as torts, contract, sporting tribunals, discrimination and licensing, and how to apply them to real world problems is essential.

This unit is an elective in the law degree in the human rights elective interest group.  **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External

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This unit is an elective in the law degree in the human rights elective interest group.  **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External

**LWB482 INTERNET LAW**

This unit addresses the idea that it is vital for any participant in the digital age to gain a thorough knowledge of the structure, governance and regulation of the Internet, digital intellectual property, and risk management strategies for stakeholders.  **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External  **Teaching period:** 2011 SEM-2

**LWB482 INTERNET LAW**

This unit addresses the idea that it is vital for any participant in the digital age to gain a thorough knowledge of the structure, governance and regulation of the Internet, digital intellectual property, and risk management strategies for stakeholders.  **Credit points:** 12  **Contact hours:** 2 per week  **Campus:** Gardens Point and External  **Teaching period:** 2012 SEM-2

**LWB483 MEDICO-LEGAL ISSUES**

This unit considers the regulation of health care as well as the relationship between the individual and the health care provider in terms of consent to treatment; negligence; the impact of the criminal law; abortion; removal from life support systems; mental illness; medical records and rights.
evidence; ownership and confidentiality of records; the duty to treat; complaints against hospitals and health care workers.

**Prerequisites:** LWB147 or LWB138  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SEM-2

**LWB485 ENVIRONMENTAL LAW**

This unit provides an introduction to environmental law in Queensland: the sources, nature and development of environmental law in Queensland; the concepts of environmental law (for example property, administrative control, law and policy, planning, management); access to the environment; planning to prevent environment degradation and pollution; protecting the environment; managing the environment; conservation; ecologically sustainable development; enforcement of environmental law; the role of the Commonwealth.

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

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**Credit points:** 12  
**Contact hours:** 2 per week  
**Campus:** Gardens Point and External

**LWB486 INTELLECTUAL PROPERTY LAW**

There have been significant developments in the field of intellectual property law in recent years and the area is undoubtedly one perceived by the practising profession as growing in importance. This unit will provide a foundation to those areas of intellectual property law that legal practitioners may encounter in their everyday practice. In so doing, it will provide an examination of each of the intellectual property regimes. The course will also consider some of the broader more general policy matters as they relate to the field of intellectual property law.

**Prerequisites:** LWB237 or LWB244  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2012 SUM-2 and 2012 SEM-1

**LWB488 NATIVE TITLE LAW AND PRACTICE**

Trusts are a fundamental institution of ownership of property in equity and they are used for various purposes including estate planning, commercial, and charitable purposes. A knowledge and understanding of the trust in its various forms and the equitable principles of property transfer are fundamental in understanding the impact of the principles of equity in the area of property ownership and rights. The aim of this unit is to provide you with an understanding of current Australian law and procedure relevant to native title issues, and a critical appreciation of the cultural, social, historical and broader legal context in which these issues arise.

**Prerequisites:** LWB239  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point and External  
**Teaching period:** 2011 SEM-2

**LWB494 PRINCIPLES OF SENTENCING**

This unit seeks to examine in detail the principles underlying the sentencing of offenders, by examining the theories of punishment and how they are employed in practice under the Penalties and Sentences Act 1992 (Qld). It also considers the principles of sentencing offenders, sentencing dispositions, and sentencing different classes of offenders, eg juveniles, dangerous offenders.

**Prerequisites:** LWB239  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and External  
**Teaching period:** 2010 SEM-2

**LWB496 AUSTRALIAN AND COMPARATIVE HUMAN RIGHTS LAW**

The law of human rights is being incrementally developed by the courts & may, in the next few years, by further promoted by statute law if other jurisdictions enact Acts like the ACT Human Rights Act 2004. There will be an increasing demand for lawyers who have detailed knowledge of this law.

This unit will explore the notion of what human rights are (except for anti-discrimination rights which are covered in other units), and will then explore the current protection given to human rights by the common law, by techniques of statutory interpretation, by express constitutional provisions, by constitutional implications and by reliance on international Conventions. We will then critically consider the different models for rights protection adopted in other nations.
Prerequisites: LWB239 and (LWB231 or LWB242)
Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2012 SEM-2

LWB497 ADVANCED RESEARCH PROJECT
The aim of the unit is to provide students with the opportunity to develop and apply the skills of research and writing, analysis and reasoning, by undertaking a specific, supervised project of research under the supervision of a senior academic, on a topic agreed between the student and supervisor which is suitable for achieving the objectives of the unit.

Prerequisites: 192cp of Law discipline units (LWS% units)
Credit points: 12 Campus: Gardens Point Teaching period: 2012 SEM-1 and 2012 SEM-2

LWB498 DISPUTE RESOLUTION AND NON-ADVERSARIAL PRACTICE
Dispute resolution processes such as mediation and conciliation are now utilised in many areas of contemporary Australian society to resolve both legal and non-legal disputes. These processes are used both within the court system and outside it in legal, government, banking, workplace, community, complaints management, health and educational settings. In addition, in recent years, we have witnessed the increasing use by judicial officers of less adversarial approaches to justice within the court system with the aim of providing a more beneficial and effective outcome for clients. It is important that you as a future lawyer or legal professional have a knowledge and understanding of these processes along with a critical perspective of the adversarial system.

Credit points: 12 Contact hours: 2 Campus: Gardens Point and External Teaching period: 2012 SEM-1

LWB499 CREATIVE COMMONS CLINIC
Creative Commons is a worldwide project that aims to build a distributed information commons by encouraging copyright owners to licence use of their material through open content licensing protocols and thereby promote better identification, negotiation and reutilization of content for the purposes of creativity and innovation. QUT is the lead agent for the Australian Creative Commons Project. This unit aims to provide you with a cross disciplinary environment in which you can gain real world experience, skills and knowledge working directly on the further implementation of the Creative Commons Project in Australia and across the world. This unit is being run in conjunction with the ARC Centre of Excellence for Creative Industries and Innovation (CCI) and is designed to generate and disseminate knowledge on the Creative Commons project, in line with the CCI’s key outcomes.

Prerequisites: LWB237 or LWB244 Credit points: 12 Contact hours: 3 Campus: Gardens Point

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: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

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
MGB207 HUMAN RESOURCE ISSUES AND STRATEGY
This unit provides a broad overview of the role and functions of human resource management (HRM) and explores the contribution of HRM to business performance and quality of work life. This unit gives you a foundation for professional practice in HRM and a practical introduction to the ways that organisations go about aligning the contributions of their people with business goals.
Prerequisites: BSB115 or CTB115  
Equivalents: CTB207, MGX207  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

MGB210 MANAGING OPERATIONS
This unit extends general management approaches to the production operations subsystems of service and manufacturing organisations. The unit focuses on the deployment of productive resources in order to maximise the added value of services and products. Issues of quality and efficiency are considered analytically in terms of broader strategies and constraints. It considers the opportunities that new technology brings to operational strategies in both manufacturing and service. Project management principles are considered in relation to resource deployment and continuous improvement.
Prerequisites: BSB115 or CTB115  
Equivalents: CTB234, MGX210  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1 and 2011 SEM-2

MGB220 BUSINESS RESEARCH METHODS
The unit will develop your understanding of business research methods so that you can undertake research into workplace issues and problems as well as being able to critically analyse the appropriateness of research findings for the real world.
Prerequisites: BSB123 or BSB122  
Antirequisites: AMB201, CTB201  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 SEM-1

MGB223 ENTREPRENEURSHIP AND INNOVATION
This unit introduces students to the nature and characteristics of entrepreneurship and innovation and explores the inter-relationship between the two within contemporary economies from managerial perspective. Learning will be directed towards developing the theoretical and applied knowledge, skills, and attitudes that will support and enhance innovation and enterprise creation activity, through the development of a business plan. The unit is designed for those individuals interested in creating a new venture or working in industries as employees of venture owners or those that serve this sector. Students will have opportunity to build a comprehensive plan of their business concept.
Prerequisites: BSB115 or CTB115  
Equivalents: CTB223, MGX223  
Credit points: 12  
Contact hours: 3 per week  
Campus: Gardens Point and Caboolture  
Teaching period: 2011 SEM-1 and 2011 SEM-2

MGB225 INTERCULTURAL COMMUNICATION AND NEGOTIATION SKILLS
The course develops students' abilities to identify and resolve problems in cross-cultural communication or negotiation situations where cultural differences have created misunderstandings or undesirable or unexpected outcomes. It first explores the concept of 'national culture' by considering the work of major theorists of cultural value dimensions - from Hall to Schwartz. Students are encouraged to analyse communication/negotiation process issues in terms of these value dimensions and to practise managing the process of communication/negotiation to improve their outcomes.
Prerequisites: BSB115, CTB115, BSB119 or BSB124  
Antirequisites: MGB312  
Credit points: 12  
Equivalents: IBB205, MGX225  
Contact hours: 3  
Campus: Gardens Point and Caboolture  
Teaching period: 2011 SEM-1 and 2011 SEM-2

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  
Credit points: 12  
Equivalents: MGX309  
Contact hours: 3 per week  
Campus: Gardens Point and Caboolture  
Teaching period: 2011 SEM-1 and 2011 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:** 2011 SEM-2

**MGB320 RECRUITMENT AND SELECTION**  
This unit examines the most effective techniques for recruiting and selecting the best people for organisations, in the context of current pressures on attracting and keeping skilled, talented people in the workforce. Commonly used recruitment and selection techniques are covered, emphasising the validity and reliability of each technique, to enable the best strategies to be developed.

**Prerequisites:** MGB339 or MGB221  
**Equivalents:** MGX320  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2011 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:** 2011 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:** 2011 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)  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2011 SEM-1 and 2011 SEM-2

**MGB339 PERFORMANCE AND REWARD**  
This unit will provide you with the basic competencies expected of HR practitioners in managing performance and reward/compensation systems, which are among the most important strategies used by organisations to support competitive advantage. Performance and Reward Management is a key functional area of HRM and it is imperative that you understand the strategic framework within which these decisions are made.

**Prerequisites:** MGB201, MGB207, or CTB207  
**Equivalents:** MGB221, MGX339  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point  
**Teaching period:** 2011 SEM-1

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

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

**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:** 2011 SEM-1 and 2011 SEM-2