Bachelor of Business/Bachelor of Laws (IX71)

Year offered: 2013
Admissions: Yes
CRICOS code: 066414K
Course duration (full-time): 5.5 years
Domestic Fees (indicative): 2013: CSP $4,900 (indicative) per Semester (48 credit points)

Student Services and Amenities Fee
You'll need to pay the Student Services and Amenities Fee (SSAF) as part of your course costs. More information on the SSAF - http://www.student.qut.edu.au/fees-and-finances/study-costs/fee-schedule/table-i-student-services-and-amenities-fee

Start month: February
QTAC code: 419222
Past rank cut-off: 92
Past OP cut-off: 5
OP Guarantee: Yes
Deferment allowed: Yes
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; Amanda Stickley (Law Curriculum) and Jen Yule (Law Students) email: lawandjustice@qut.edu.au
Discipline coordinator: Ms Sherrena Buckby (Accountancy); ASPRO Gayle Kerr (Advertising); Dr Tommy Tang (Economics); Dr Mark Doolan (Finance); Mr Greg Southey (Human Resource Management); Mr Michael Cox (International Business); Dr Henri Burgers (Management); Mr Bill Proud (Marketing); and Dr Kim Johnston (Public Relations); Jennifer Yule (Law)
Campus: Gardens Point
Attendance: Full-time

Assumed knowledge: English
Assumed knowledge notes: We assume that you have knowledge equivalent to four semesters at high school level (Years 11 and 12) with sound achievement (4, SA). Accountancy, Finance, Economics and Marketing majors also requires 4 SA in Maths A, B or C.
For information on acquiring assumed knowledge visit http://www.qut.edu.au/assumed-knowledge

Course highlights
- Gain a valuable commercial perspective, ideal for specialist areas such as corporate law, company takeovers, mergers and acquisitions, corporate governance, compliance law, taxation law, insolvency practice and intellectual property law.
- Complete 2 separate degrees in 5.5 years full-time.
- Study a business major in accountancy, advertising, economics, finance, human resource management, international business, management, marketing, or public relations.
- Meets academic requirements for admission to legal practice in Australia.

Details:

Why choose this course?
This course offers a powerful combination of business and law skills that provides a broad base of commercial knowledge and will enhance your career in the law or business environments. Business majors include accountancy, advertising, economics, finance, management, marketing, human resource management, international business and public relations, giving a broad range of specialty areas to focus your career on. Accountancy is a popular complementary choice of major for business/law students, providing you with formal recognition from peak bodies in both professions.

Career outcomes
You may find employment as a legal practitioner, barrister, in-house counsel, government lawyer, policy officer or adviser or take on roles in business or industry. Your business degree will give you a broad base of commercial knowledge, making you more attractive to employers in legal environments.

Professional recognition
At the end of your law degree you will have completed the necessary units for admission to legal practice in Australia. If you want to become a practising lawyer you will need to complete further practical legal training (e.g. Graduate Diploma in Legal Practice) and then apply for admission. The Bachelor of Laws is also recognised for solicitor's admission in East Malaysia, Fiji and Papua New Guinea, and in India and West Malaysia after completion of these countries’ qualifying examinations. Please refer to the QUT Business School prospectus for details on your intended business major.

Structures and Units

Course structure
You will study a combination of business and law units in the first four years, with law units only in the final years. You will also have the opportunity to choose elective units relevant to your career interests.

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
- Economics
- Finance
- Human Resource Management
- International Business
- Management
- Marketing
- Public Relations.

**Semester 1 (Feb) entry – Law structure**

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Note:
Students completing an Accountancy major must complete LWB364 Introduction to Taxation and LWB366 Law of Commercial Entities as Law electives in the Law course.

Advertising Major

Year 1, Semester 1
BSB113  Economics
BSB126  Marketing
<table>
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<tr>
<th>Year 2, Semester 2</th>
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<th>Year 5, Semesters 1 &amp; 2</th>
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<th>Year 6, Semester 1</th>
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### Economics Options List

- Quantitative Economics List
- EFB222  | Quantitative Methods For Economics and Finance |
- EFB332  | Applied Behavioural Economics |
- EFB333  | Introductory Econometrics |
- EFB337  | Game Theory and Applications |
- Applied Economics Units |
- EFB201  | Financial Markets |
- EFB225  | Economics for the Real Word |
- EFB226  | Environmental Economics and Policy |
- EFB336  | International Economics |

### Finance Major

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### Human Resource Management Major

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

Year 3, Semester 1
MGB207 Human Resource Issues and Strategy
MGB220 Human Resource Decision Making

Year 3, Semester 2
MGB200 Leading Organisations
MGB201 Contemporary Employment Relations

Year 4, Semester 1
MGB331 Learning and Development in Organisations
MGB339 Performance and Reward

Year 4, Semester 2
MGB320 Recruitment and Selection
MGB370 Personal and Professional Development

Year 5, Semesters 1 & 2
See Law Course Structure

Year 6, Semester 1
See Law Course Structure

International Business Major

Year 1, Semester 1
BSB126 Marketing
BSB119 Global Business

Year 1, Semester 2
BSB110 Accounting
BSB115 Management

Year 2, Semester 1
BSB123 Data Analysis
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
### 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

#### Year 4, Semester 1
- AMB335 E-marketing Strategies
- AMB340 Services Marketing

#### Year 4, Semester 2
- AMB336 International Marketing
- AMB359 Strategic Marketing

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

### 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

**Marketing Major**

Year 5, Semester 1 & 2

**Public Relations Major**

Year 5, Semester 1 & 2

**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).

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

**Semester 1 units:**

**Contextual +**
- LWB142 Law, Society and Justice

**Property and Environmental**
- LWB485 Environmental Law

**Commercial and Consumer**
- LWB307 Insolvency Law
- LWB364 Introduction to Taxation Law
- LWB366 Law of Commercial Entities

**Intellectual Property and Technology**
- LWB486 Intellectual Property Law

**Human Rights**
- LWB142 Law, Society and Justice
- 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.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms 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**
- LWB456
  Any student wishing to undertake this unit in Semester 1 must fill out the registration form available at http://www.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms 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.
  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 and Indigenous Cultural Heritage Law

**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

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<thead>
<tr>
<th>Unit Code</th>
<th>Unit Title</th>
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<tbody>
<tr>
<td>LWB149</td>
<td>Indigenous Legal Issues</td>
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<tr>
<td>LWB302</td>
<td>Family Law</td>
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<tr>
<td>LWB308</td>
<td>Australian Employment Law</td>
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<tr>
<td>LWB483</td>
<td>Medico-Legal Issues</td>
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<tr>
<td>LWB496</td>
<td>Australian and Comparative Human Rights Law</td>
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International

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<tr>
<td>LWB144</td>
<td>Laws and Global Perspectives</td>
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<tr>
<td>LWB406</td>
<td>Fundamentals of Public International Law</td>
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<td>LWB407</td>
<td>Private International Law</td>
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Legal Skills

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<th>Unit Title</th>
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<tbody>
<tr>
<td>LWB150</td>
<td>Lawyering and Dispute Resolution</td>
</tr>
<tr>
<td>LWB356</td>
<td>Advocacy</td>
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</tbody>
</table>

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

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 on campus attendance requirements.

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 the unit co-ordinator.

Internal mode only.

LWB418 Competition Moots 1

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.

LWB419 Competition Moots 2

Research and Theory

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<tr>
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<td>Advanced Research Project</td>
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Application forms and guidelines can be found at http://www.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms 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>
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<tr>
<th>Unit Code</th>
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<tbody>
<tr>
<td>LWB421</td>
<td>Learning in Professional Practice</td>
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</table>

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

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: LWB333 Theories 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).

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

Semester 1 units:

Contextual +
- LWB142 Law, Society and Justice
- LWB150 Lawyering and Dispute Resolution

Property and Environmental
- LWB485 Environmental Law

Commercial and Consumer
- LWB307 Insolvency Law
- LWB364 Introduction to Taxation Law
- LWB366 Law of Commercial Entities
- LWB459 Commercial and Consumer Law
  * see notes below

Intellectual Property and Technology
- LWB486 Intellectual Property Law
- LWB499 Creative Commons Clinic
  (needs restricted entry info)
  Block mode only.

Human Rights
- LWB142 Law, Society and Justice
- 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
- LWB497 Advanced Research Project
  Application forms and guidelines can be found at http://www.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms 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

- LWB333 Theories of Law
  * see notes below

Work Integrated Learning
- LWB456 Legal Clinic (Organised Program)
  Any student wishing to undertake this unit in Semester 1 must fill out the registration form available at http://www.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms 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.

Internal mode only.

Semester 2 units:

Contextual +
- LWB144 Laws and Global Perspectives
- LWB149 Indigenous Legal Issues
- LWB260 Sports Law

Property and Environmental
- LWB312 Real Estate Transactions
### Commercial and Consumer
- LWB363 Insurance Law
- LWB459 Commercial and Consumer Law

### Intellectual Property and Technology
- LWB482 Internet Law
- LWB423 Intellectual Property and Technology Law Clinic
  - Internal mode only.
- LWB480 Media Law
  - * see notes below

### Human Rights
- LWB149 Indigenous Legal Issues
- LWB302 Family Law
- LWB494 Principles of Sentencing
  - * see notes below
- LWB463 Immigration and Refugee Law
  - * see notes below

### International
- LWB144 Laws and Global Perspectives
- LWB406 Fundamentals of Public International Law

### Legal Skills
- 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.
- 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 the unit co-ordinator by email.

  Internal mode only.
- LWB418 Competition Moots 1
  
  Entry 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.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms](http://www.student.qut.edu.au/about/faculties-institutes-and-divisions/faculties/law/forms) 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).
- 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
  
  Places in this unit are limited. Any student wishing to undertake this unit must register their name with the Law School by emailing law_enquiries@qut.edu.au. A particular selection process will then follow.

  Internal mode only.

### 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 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 program, please visit the QUT Law School website or contact the Law School directly.

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.

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:

- LWB260 Sports Law
- LWB302 Family Law
- LWB307 Insolvency Law
- LWB308 Australian Employment Law
- LWB309 Succession
- LWB312 Real Estate Transactions
- LWB313 Discrimination & Equal Opportunity Law
- LWB325 Financial Services and Consumer Law
- LWB356 Advocacy
- 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
- 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 and Indigenous Cultural Heritage Law
- LWB494 Principles of Sentencing
- LWB496 Australian and Comparative Human Rights
- 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:

- LWB333 Theories of Law
- LWB406 Fundamentals of Public International Law
- LWB413 Queensland Parliamentary Internship Program
- LWB463 Immigration and Refugee Law
- LWB485 Environmental Law
- LWB486 Intellectual Property Law
- LWB494 Principles of Sentencing
- LWB496 Australian and Comparative Human Rights Law
- LWB499 Creative Commons Clinic

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
- LWB421 Learning in Professional Practice
- LWB423 Intellectual Property and Technology Law Clinic
- LWB456 Legal Clinic (Organised Program)

Bachelor of Laws Summer Units

Important Information

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

Undergraduate Core Units
LWB238 Fundamentals of Criminal Law  
LWB240 Principles of Equity  
LWB243 Property Law A  
LWB334 Corporate Law  
LWB335 Administrative Law  
LWB431 Civil Procedure  
LWB432 Evidence  
LWB433 Professional Responsibility  

Undergraduate Elective Units  
LWB302 Family Law  
LWB313 Discrimination & Equal Opportunity Law  
LWB421 Learning in Professional Practice  
LWB486 Intellectual Property Law  
LWB498 Dispute Resolution and Non-adversarial Practice  

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 the 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:** AMX201, CTB201  
**Equivalents:** AMX201, CTB201  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM  

**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:** 2013 SEM-1 and 2013 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.

In this unit students are introduced to the many aspects of importing and exporting for Australia’s economic development. This unit provides key information related to importing and exporting, uses industry perspectives on issues of current importance in international trade and provides a structured tutorial programme to achieve this.

**Prerequisites:** BSB119 or CTB119  
**Equivalents:** AMX210, IBB210  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2  

**ABM200 CONSUMER BEHAVIOUR**  
This unit provides students with the fundamental theories and models to develop a sound understanding of consumers, their needs, and behaviours. It provides a detailed examination of the consumer decision process and the internal and external influences on this core decision process. The unit also assists students in applying this knowledge to the development, implementation and evaluation of marketing activities within an organisation.

**Prerequisites:** BSB126 or CTB126 or BSB116 or BSB117  
**Antirequisites:** MIB204  
**Equivalents:** AMX200, CTB200  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM  

**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.  

**Prerequisites:** BSB119 or CTB119  
**Equivalents:** AMX210, IBB210  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 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
Equivalents: AMX220
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point
Teaching period: 2013 SEM-1 and 2013 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 and Caboolture
Teaching period: 2013 SEM-1 and 2013 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: 2013 SEM-1 and 2013 SEM-2

AMB264 PUBLIC RELATIONS TECHNIQUES
This unit focuses on writing for audiences - including the media - on behalf of organisations. It introduces foundational public relations skills such as research, developing key messages, writing and editing. This unit may be taken with AMB263 Introduction to Public Relations, especially by students undertaking the Public Relations major. AMB264 may also be taken by students doing a Public Relations minor, or as a stand alone unit by students in other disciplines.
Prerequisites: BSB126, CTB126, BSB116, or BSB117
Antirequisites: AMB261, AMB262
Equivalents: AMX264
Credit points: 12
Campus: Gardens Point
Teaching period: 2013 SEM-1 and 2013 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: 2013 SEM-1 and 2013 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 project.
Prerequisites: AMB220 or COB308
Equivalents: AMB221, AMX318
Credit points: 12
Campus: Gardens Point
Teaching period: 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 SEM-2

**AMB320 ADVERTISING MANAGEMENT**
Advertising Management is designed to shift student thinking from a tactical to a strategic level. Instead of taking the approach of, "This is what happens in advertising", it challenges students by raising important contemporary issues in advertising management practice and asking, "What should be done?". Advertising Management is an issues-based unit, which uses case analysis to foster critical thinking and problem solving. It encourages students to understand and take ownership of the advertising management process and, in doing so, build a better advertising industry.

**Prerequisites:** (AMB318 or AMB221) and (AMB319 or AMB222)  
**Equivalents:** AMX320  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**AMB330 ADVERTISING PLANNING PORTFOLIO**
This advanced unit leverages and extends the theoretical perspectives and applied skills introduced to students in copywriting, media and advertising management. It explores the digital environment, interrogates digital platforms and integrates critical research, planning and an understanding of analytics into digital campaign development. This digital understanding is then applied in two ways. Firstly, students draw from critical thinking and problem solving skills to critique digital campaigns and agency best practice in a weekly blog. Secondly students apply their understanding to develop a digital portfolio in their chosen vocational area.

**Prerequisites:** AMB318 or AMB221, and AMB319 or AMB222  
**Equivalents:** AMX330  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 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:** 2013 SEM-1 and 2013 SEM-2

**AMB336 INTERNATIONAL MARKETING**
The aim of this unit is to provide students with a thorough understanding of the multiplicity of issues that impact on the development of international marketing strategies and plans and their operational implementation. The unit is highly applied and provides students with the following opportunities: to analyse global international firms, their marketing strategies and various international marketing issues in a variety of geographic and industry contexts; to evaluate methodologies and new practices for handling problems and issues typical of global and international markets and competition; to develop an operationally sound international marketing plan.

**Prerequisites:** AMB240, CTB240, AMB210, or IBB210  
**Equivalents:** AMX336, IBB213  
**Credit points:** 12  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 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:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 SEM-2
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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

AYB200 FINANCIAL ACCOUNTING
Financial Accounting examines the accounting concepts and procedures for the preparation of external financial reports relevant to both partnership and corporate structures. Students are exposed to a variety of financial concepts and procedures relevant to the preparation of external financial reports relevant to both partnership and corporate structures within the context of the Australian accounting profession's conceptual framework, the relevant accounting standards, and Corporations Law requirements. Topics include: the formation, operation, and financial reporting requirements for both partnerships and companies; accounting for leases; and the professional role of accountants.
Prerequisites: BSB110 or CTB110  Equivalents: AYB121, AYYX200  Credit points: 12  Campus: Gardens Point and Caboolture  Teaching period: 2013 SEM-1,
2013 SEM-2 and 2013 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 resources such as as CasWorkX on Accounting Information Systems Cycles. 
Prerequisites: BSB110 or CTB110 Antirequisites: AYN443 Equivalents: AYX221 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2013 SEM-1 and 2013 SEM-2

AYB225 MANAGEMENT ACCOUNTING
This unit introduces students to accounting systems and techniques that provide management at all levels with information for use in planning, controlling and decision making. This can be contrasted with financial accounting, which provides summary financial information principally for external users (ie shareholders, creditors, banks, etc). Emphasis is placed on developing a range of accounting systems (in particular product costing) which may be used in manufacturing firms, although the principles and concepts used to develop such systems can be adapted to service organisations. 
Prerequisites: BSB110 or CTB110 Equivalents: AYX225 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point and Caboolture Teaching period: 2013 SEM-1 and 2013 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: 2013 SEM-1 and 2013 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 EDP audit processes. The unit builds on the knowledge of accounting and accounting standards acquired in prior units by enabling students to understand in detail the audit process (including professional auditing standards and techniques) which leads to the auditor providing an opinion on the financial reports of various types of entities. Ethics and auditor's liability are also covered. 
Prerequisites: (AYB221 or INB120) and (AYB340 or AYB220) Equivalents: AYX301 Credit points: 12 Contact hours: 3 per week Campus: Gardens Point Teaching period: 2013 SEM-1, 2013 SEM-2 and 2013 SUM

AYB311 FINANCIAL ACCOUNTING ISSUES
This unit examines accounting theories and reporting practices adopted in the financial statements of reporting entities, focusing on publicly listed companies that communicate information to meet the decision making needs of external parties. Emphasis is placed on developing an understanding of, and the ability to critically evaluate, how regulatory requirements and incentives affect financial reporting. The unit overviews the different governance models of corporations and relates them to their financial reporting environment. Touching on accounting theories and their evolution it seeks to explain accounting policies made by managers This framework provides a basis for examining specific accounting issues with a emphasis on both the application of specific accounting measurement models (historic cost versus fair value) or regulatory provisions (continuous disclosure requirements). The unit concludes by analysing some of the most recurrent issues of debate in the international arena. 
Prerequisites: AYB340 or AYB220 Equivalents: AYX311 Credit points: 12 Contact hours: 3.5 per week Campus: Gardens Point Teaching period: 2013 SEM-1 and 2013 SEM-2

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) and the balanced scorecard (BSC); and appreciating the research on the benefits and problems with ABC and the BSC.

**Prerequisites:** AYB225  
**Equivalents:** AYX321  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**AYB339 ACCOUNTANCY CAPSTONE**

Accountancy Capstone co-ordinates several parts of the accountancy degree that have already been studied by students. AYB339 takes a very practical, hands-on approach with students working together in groups of between four and discussing and solving simulated real-world multi-disciplined client problems. Throughout the unit, students take on the persona of a professional advisor/consultant. The teaching staff will take on the role of the client.

Based on a problem-based learning (PBL) methodology, students will learn the process of how to deal with the real-world accounting problems that graduates would typically be expected to encounter in their first year working within a public accounting firm. 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:** 2013 SEM-1 and 2013 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; segment reporting; the translation of the results of foreign operations; and liquidation.

**Prerequisites:** AYB200 or AYB121  
**Equivalents:** AYX340  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**BSB110 ACCOUNTING**

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

**Antirequisites:** BSD110, CNB293, UDB342  
**Equivalents:** BSX110, CTB110  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

**BSB113 ECONOMICS**

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

**Antirequisites:** BSD113  
**Equivalents:** BSX113, CTB113, UDB104  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

**BSB115 MANAGEMENT**

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

**Antirequisites:** BSD115  
**Equivalents:** BSX115, CTB115  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM-1

**BSB119 GLOBAL BUSINESS**

This unit examines the drivers of globalisation and the diversity of country markets at an introductory level. It develops the skills and understanding to identify and respond to the opportunities, challenges and risks of conducting business across politically, economically and culturally diverse environments. An authentic country feasibility study is undertaken to help identify where a firm can find opportunities both in terms of actual and potential markets and the location for value-adding activities. The unit aims for students to have developed a comprehension of the nature and role of globalisation and the drivers of international business, 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:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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

**Antirequisites:** BSB117, BSB122, CTB122, EFB101, MAB101, MAB141,MAB233  **Equivalents:** BSX123  
**Credit points:** 12  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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

**Antirequisites:** BSB114, CTB114, HHB113, BSB124  
**Equivalents:** BSX124  **Credit points:** 12  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SUM-2, 2013 SEM-1 and 2013 SEM-2

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

**Antirequisites:** BSB116,BSD126  **Equivalents:** BSX126, CTB126  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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

**EFB225 ECONOMICS FOR THE REAL WORLD**

In this unit economic concepts and theories at the introductory level will be used to forensically and critically investigate current social and public issues of interest. These issues relate to consumer choice, business procing strategies, education, inequality, unemployment and poverty, population policy, tax reform, economic growth, the environment and globalisation.

**Prerequisites:** BSB113 or CTB113  
*Equivalents:* EFX225  
*Credit points:* 12  
*Campus:* Gardens Point  
*Teaching period:* 2013 SEM-2

**EFB226 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:** BSB113  
*Equivalents:*  
EFB334, EFX334, EFX226  
*Credit points:* 12  
*Campus:* Gardens Point  
*Teaching period:* 2013 SEM-1

**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)  
*Antirequisites:* EFB312, MIB202

**EFB307 INTERNATIONAL FINANCE**

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:* 2013 SEM-1 and 2013 SEM-2

**EFB310 FINANCE 2**

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:* 2013 SEM-1 and 2013 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:* 2013 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:** EFX331  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 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:** EFB337 or EFB222  
**Equivalents:** EFX332  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-2

**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:** 2013 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 and EFB222  
**Antirequisites:** EFB318  
**Equivalents:** EFX335  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**EFB336 INTERNATIONAL ECONOMICS**

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

**Prerequisites:** EFB223 or EFB240 or EFB201  
**Antirequisites:** EFB314  
**Equivalents:** EFX336  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 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:** EFB223  
**Equivalents:** EFX337  
**Credit points:** 12  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1

**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:** (EFB330 or EFB202) and (EFB331 or EFB211) and (Completion of 168 credit points)  
**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:** 2013 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:** 2013 SEM-1 and 2013 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. **Credit points:** 12 **Contact hours:** 3 per week **Campus:** Gardens Point and External **Teaching period:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 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 shapes 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:** 2013 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:** 2013 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. **Credit points:** 12 **Contact hours:** 3 per week **Campus:** Gardens Point and External **Teaching period:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 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:** 2013 SEM-1 and 2013 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: 2013 SEM-1 and 2013 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.

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

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 or LWB141. 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: 2013 SUM-2 and 2013 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: 2013 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: 2013 SEM-1 and 2013 SUM

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.

Prerequisites: LWB240 Credit points: 12 Contact
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.
Prerequisites: LWB137 or LWB148
Equivalents: LWB235, LWB231
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period: 2013 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: 2013 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 and LWB146 and LWB241.
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period: 2013 SEM-2

LWB260 SPORTS LAW
Sport is an area that is becoming increasingly business orientated and litigious. It 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 replaces LWB460 Sports Law.
Prerequisites: LWB137 and LWB148
Equivalents: LWB460
Credit points: 12
Campus: Gardens Point
Teaching period: 2013 SEM-2

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: 2013 SUM-2 and 2013 SEM-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

LWB308 AUSTRALIAN EMPLOYMENT LAW
Due to its social, economic and political relevance, employment law is an increasingly significant feature of Australia's legal landscape. The employment relationship is one which affects us all, and in the light of continuing legislative changes to employment law, will continue to have a profound effect on our lives.
The study of Australian employment law will draw upon your knowledge and understanding of contract, tort, and constitutional law, and will increase your appreciation of the myriad of associated legislation (such as privacy and discrimination laws) and common law cases by which employment relationships are regulated in Australia. The aim of this unit is to provide you with a knowledge and understanding of Australian employment law and how to apply it in practice.
Prerequisites: (LWB139 or LWB148) and (LWB231 or LWB242)
Credit points: 12
Contact hours: 3 per week
Campus: Gardens Point and External
Teaching period:
2013 SEM-1

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: 2013 SEM-1

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 Land Sales Act 1984.
Prerequisites: LWB137, LWB240 and LWB244 Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External

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 Land Sales Act 1984.
Prerequisites: LWB137, LWB240 and LWB244 Credit points: 12 Contact hours: 2 per week Campus: Gardens Point and External Teaching period: 2013 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: 2013 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.
Prerequisites: LWB432 Credit points: 12 Contact hours: Block Mode Campus: Gardens Point Teaching period: 2013 SUM-2 and 2011 SEM-2

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: 2013 SEM-2 and 2013 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: 2013 SUM-2 and 2013 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
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

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: 2013 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

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: 2013 SEM-1

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: 2013 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
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: 2013 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 interstate) 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: 2013 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: 2013 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

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: 2013 SEM-1 and 2013 SEM-2

LWB419 COMPETITION MOOTS 2
This unit allows a student to build on the skills they have learnt in LWB418 Competition Mootings 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: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-2 and 2013 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: 2013 SEM-1 and 2013 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.

Prerequisites: LWB238  Credit points: 12  Campus: Gardens Point and External  Teaching period: 2013 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: Completion of 192 cp of Law units (LWB%)  Credit points: 12  Contact hours: 3 per week in Sem 2.  Campus: Gardens Point and External  Teaching period: 2013 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: 192 Credit Value in spk(s): LWB%  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External

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: 192cp of previous study in Law units (LW%)  Credit points: 12  Campus: Gardens Point  Teaching period: 2013 SEM-1, 2013 SEM-2 and 2013 SUM

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

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

LWB463 IMMIGRATION AND REFUGEE LAW
Immigration and refugee law is currently a key area of law and policy in Australian society. If working in this area of the law it is important that you have an understanding of some of the underpinning theories and of how historical, political and socio-economic factors can impact on this area of the law. It is also important to have a working knowledge of the legislation and case law, including key administrative and constitutional law principles, and how to apply them to real world scenarios.
This unit is an elective in the law degree and forms part of the human rights elective group.

Credit points: 12  Contact hours: 2 per week  Campus: Gardens Point and External  Teaching period: 2013 SEM-2

**LWB480 MEDIA LAW**

This unit examines the regulation and non-regulation of freedom of speech exercised by the media. In this regard various limitations imposed by the common law, statute and self-regulation will be examined, such as defamation, restrictions on reporting courts and politics, contempt, privacy and confidentiality.

**Prerequisites:** LWB147 or LWB138  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2013 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: 2013 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 evidence; ownership and confidentiality of records; the duty to treat; complaints against hospitals and health care workers.

**Prerequisites:** (LWB147 or LWB138) and LWB239  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and External  Teaching period: 2013 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.

**Prerequisites:** 192cp of previous study in Law units (LW%)
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, be 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: 3 per week  Campus: Gardens Point and External

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  Contact hours: 2 per week  Campus: Gardens Point  Teaching period: 2013 SEM-1 and 2013 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: 2013 SEM-2

LWB499 CREATIVE COMMONS CLINIC
Creative Commons is a world wide 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: 2013 SEM-1, 2013 SEM-2 and 2013 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  Campus: Gardens Point  Teaching period: 2013 SEM-1 and 2013 SEM-2

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: 2013 SEM-1 and 2013 SEM-2

**MGB210 MANAGING OPERATIONS**

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

**Prerequisites:** BSB115 or CTB115  **Equivalents:** CTB234, MGX210  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1 and 2013 SEM-2

**MGB220 HUMAN RESOURCE DECISION MAKING**

The unit will develop your knowledge and skills that are necessary for diagnosing problems at work, gathering data and information about these problems, and analysing the data and information to derive solutions and inform decision making.

**Prerequisites:** BSB123 or BSB122  **Antirequisites:** AMB201, CTB201  **Equivalents:** MGX220  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2013 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:** 2013 SEM-1 and 2013 SEM-2

**MGB225 INTERCULTURAL COMMUNICATION AND NEGOTIATION SKILLS**

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

**Prerequisites:** BSB115, CTB115, BSB119 or BSB124  **Antirequisites:** MGB312  **Equivalents:** IIB205, MGX225  **Credit points:** 12  **Contact hours:** 3  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1 and 2013 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 competencies to be able to take a more strategic and critical perspective.

**Prerequisites:** MGB200, MGB211, CTB211, MGB222, or CTB232  **Antirequisites:** MIB314  **Equivalents:** MGX309  **Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1 and 2013 SEM-2

**MGB310 SUSTAINABILITY IN A CHANGING ENVIRONMENT**

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

**Prerequisites:** MGB200, MGB211, CTB211, MGB222, or CTB232  **Antirequisites:** MGB334, MGX334, MGB212  **Equivalents:** MGX310  **Credit points:** 12  **Contact hours:** 3  **Campus:** Gardens Point and Caboolture  **Teaching period:** 2013 SEM-1 and 2013 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:** 2013 SEM-2

**MGB324 MANAGING BUSINESS GROWTH**  
This unit is designed to provide skills in the analysis, solutions and implementation of the general management issues that SME owners have to manage in their growing operations. The unit brings together the different functional aspects of managing an established SME and how they are best managed from the owner’s (general manager’s) point of view. It also provides opportunity to bring students into contact with real world SME owners and their venture management issues.

**Prerequisites:** MGB223  
**Equivalents:** MGB218, MGX324  
**Credit points:** 12  
**Contact hours:** 3  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1

**MGB331 LEARNING AND DEVELOPMENT IN ORGANISATIONS**  
This unit is designed to equip you with the skills and knowledge to meet strategic organisational human resource development requirements. The unit explores learning and development concepts and approaches and the role of learning and development as a strategic partner to management. You will learn how to design, implement and evaluate systems for learning in organisations as part of a strategic approach to human resource development.

**Prerequisites:** MGB211, CTB211, MGB222, CTB232, or MGB200  
**Equivalents:** MGX331  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point  
**Teaching period:** 2013 SEM-1

**MGB335 PROJECT MANAGEMENT**  
This unit develops knowledge in the areas relating to effective management of projects (as distinct processes). This knowledge is gained by focusing on the central issues of project selection, modelling, planning, control and evaluation. Case study projects are used throughout the unit and are mainly from the services industry sector. The unit seeks to develop the technical skills (tools and techniques) as well as the people (behavioural) skills needed for effective management of projects.

**Prerequisites:** (MGB210 and MGB309) or (MGB210 and AMB303)  
**Antirequisites:** KXB202  
**Equivalents:** MGX335  
**Credit points:** 12  
**Contact hours:** 3 per week  
**Campus:** Gardens Point and Caboolture  
**Teaching period:** 2013 SEM-1 and 2013 SEM-2

**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:** 2013 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:** 2013 SEM-1 and 2013 SEM-2

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

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