International Business, Languages, and Tourism and Entertainment Marketing

Year offered: 2011
Admissions: Yes

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If your course rules allow, you may be able to choose to study a minor from another area of the University. Minors are sets of related units in a particular study area.

The introductory units in each minor have no prerequisites. Later units may have earlier units as prerequisites. Depending on class timetabling it may not be possible to complete all units in a University Wide Minor. Consult with your course coordinator and relevant discipline coordinators prior to undertaking interfaculty studies.

The units you complete in a University Wide Minor will appear on your academic transcript but the successful completion of a minor will only be shown if it exists as an option in your course.

Mandarin Language Unit Set

Students can choose to study a four or six unit set or an individual unit

Mandarin Unit Set

AMB031 Mandarin 1
AMB032 Mandarin 2
AMB033 Mandarin 3
AMB034 Mandarin 4

Important Information

A language unit set consists of a sequence of four or six units. The entry point will vary depending on prior study and experience in the language. If you have not studied a language before, you will begin at Level 1. If you have studied the language up to Grade 12 level or completed equivalent study elsewhere, you will normally begin at Level 3. If you have studied to Grade 12 and then studied in-country for a year, you will normally begin at Level 5. If in doubt, consult the relevant language coordinator for advice on where to begin.

International Business Unit Set

International Business

BSB119 Global Business
AMB210 Importing and Exporting
AMB303 International Logistics
AMB336 International Marketing
EFB240 Finance for International Business
MGB225 Intercultural Communication and Negotiation Skills
MGB340 International Business in the Asia-Pacific

Tourism and Entertainment Marketing Unit Set

Tourism and Entertainment Marketing

BSB126 Marketing
AMB207 Entertainment Marketing
AMB208 Events Marketing
AMB209 Tourism Marketing

Plus three from the following:

AMB210 Importing and Exporting
AMB303 International Logistics
AMB336 International Marketing
EFB240 Finance for International Business
MGB225 Intercultural Communication and Negotiation Skills
MGB340 International Business in the Asia-Pacific

International Business Unit Set (6 units)

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Tourism and Entertainment Marketing Unit Set (6 units)

Tourism and Entertainment Marketing

BSB126 Marketing
AMB207 Entertainment Marketing
AMB208 Events Marketing
AMB209 Tourism Marketing

Plus three from the following:

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UNIT SYNOPSISES
AMB031 MANDARIN 1
This unit introduces students who have little or no prior knowledge of Chinese Mandarin to the four macro skills of listening, speaking, reading and writing through an integrated communicative approach to teaching. Content will include: the Mandarin sound and tonal systems; the Pinyin Romanisation system; introduction to Chinese character writing, greetings and introductions; family, identification of nationalities, places and objects, locations and directions.
Prerequisites: AMB033 or HHB033  Equivalents:
HHB031  Credit points: 12  Campus: Gardens Point  
Teaching period: 2011 SEM-2

AMB032 MANDARIN 2
This subject continues to develop the four macro skills of listening, speaking, reading and writing through an integrated communicative approach. While there is further consolidation of the knowledge of the Pinyin Romanisation system, greater attention is devoted to the reading and writing of characters. With acquisition of language, students receive further exposure to aspects and characteristics of Chinese culture.
Prerequisites: AMB031 or HHB031 or HUB453 or HHB051  
Antirequisites: HHB052, HUB454  Equivalents:
HHB032  Credit points: 12  Campus: Gardens Point  
Teaching period: 2011 SEM-2

AMB033 MANDARIN 3
This unit is designed to meet student needs to further develop their basic knowledge and skills for understanding, speaking, reading and writing Mandarin Chinese in a wide range of everyday situations. Eligible students are those who have: successfully completed introductory Mandarin units HHB031/AMB031 and HHB032/AMB032 at QUT; or successfully completed equivalent Mandarin study elsewhere. Graduates from high schools who have completed Year 12 Mandarin should also enrol in this unit. (Students who have undergone primary and secondary education in China and Taiwan are not eligible for this unit. Students who cannot speak Mandarin Chinese but can read and write Chinese script are not eligible either. They should enrol in AMB030 Mandarin for Chinese.)
Prerequisites: AMB032 or HHB032  Equivalents:
HHB033  Credit points: 12  Campus: Gardens Point  
Teaching period: 2011 SEM-1

AMB034 MANDARIN 4
This unit follows on from AMB033. Students further develop their knowledge and skills needed to understand, speak, read and write Mandarin Chinese in a wide range of everyday situations and to give presentations on given topics. Resources include textbook, workbook, CDs, DVDs and online multimedia materials. Students learn about 400 Chinese characters and have further exposure to various aspects of Chinese society and culture.
Prerequisites: AMB033 or HHB033  Equivalents:
HHB034  Credit points: 12  Campus: Gardens Point  
Teaching period: 2011 SEM-2

AMB207 ENTERTAINMENT MARKETING
The entertainment industry is the second largest in the world, worth nearly US$2 Trillion and offers great opportunities. However the marketing of entertainment provides some unique challenges to the application of marketing tools. Students will complete a marketing case study that will clearly demonstrate to potential employers that students have the necessary skills and abilities to work in an entry-level position/analytical role within a marketing department in the entertainment or arts field.
Prerequisites: BSB126 or CTB126  Credit points: 12  
Campus: Gardens Point  Teaching period: 2011 SEM-2

AMB208 EVENTS MARKETING
Events have become significant strategic marketing tools for positioning products/services, industries, destinations and community interests at the local, national and global levels. The unit initially explores various types, roles and objectives of events and the profile and motives of event markets and stakeholders. Key topics include: processes of attracting or developing the event experience including bidding processes; partnership creation with sponsors, media and community; venue selection and design relative to market/stakeholder needs; ticketing/pricing or access management and imaging the event from an integrated marketing communication perspective. Local and international cases are used.
Prerequisites: BSB126 or CTB126  Antirequisites:
MIB319  Equivalents: AMB354  Credit points: 12  
Campus: Gardens Point  Teaching period: 2011 SEM-1

AMB209 TOURISM MARKETING
This unit examines the tourism system and the unique characteristics of tourists, segmentation bases for tourist markets, the nature of the tourist destination mix and how marketing is applied within elements of that mix. Services, destination and product development to meet market needs; and, strategy development to accommodate domestic and international tourism marketing environments. Macro-environmental issues impacting on tourism, such as sustainability of the industry and environment, the sociopolitical context in which marketing occurs and global trends in travel are also explored for their marketing implications.
Prerequisites: BSB126 or CTB126  Equivalents:
AMB351  Credit points: 12  Campus: Gardens Point  
Teaching period: 2011 SEM-2
AMB210 IMPORTING AND EXPORTING
Trade has become fundamental to the survival and growth of many businesses in Australia as well as other economies. International business students need an understanding of the many challenges entailed in the management of trade. Import and export practice is an applied, technical and evolving area of international business operations that reflects the dynamic nature of trans-national trade in the global economy. This unit examines the importance of importing and exporting for Australia’s economic development provides key information related to importing and exporting, uses industry perspectives on issues of current importance in international trade and provides a structured tutorial programme to achieve this.
Prerequisites: BSB119 or CTB119
Equivalents: AMX210, IBB210
Credit points: 12
Campus: Gardens Point
Teaching period: 2011 SEM-1 and 2011 SEM-2

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

AMB264 PUBLIC RELATIONS TECHNIQUES
This unit offers an introduction to the main tactics and techniques used in public relations. Topics covered include the development of message strategies as well as a specialised focus on the production of examples of a variety of written public relations genres such as brochures, speeches, and media releases. This unit may be taken concurrently with AMB263 Introduction to Public Relations especially by students undertaking a public relations major. However, it may also be taken by those students doing a public relations minor, or as a stand alone unit by those students in a wide variety of study disciplines who wish to improve and enhance their communication skills.
Prerequisites: BSB126, CTB126, BSB116, or BSB117
Antirequisites: AMB261, AMB262
Equivalents: AMX264
Credit points: 12
Campus: Gardens Point
Teaching period: 2011 SEM-1 and 2011 SEM-2

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

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

BSB119 GLOBAL BUSINESS
This unit examines the drivers of globalisation and the diversity of country markets at an introductory level. It develops the skills and understanding to identify and respond to the opportunities, challenges and risks of conducting business across politically, economically and culturally diverse environments. An authentic country feasibility study is undertaken to help identify where a firm can find opportunities both in terms of actual and potential markets and the location for value-adding activities. The unit aims for students to have developed a comprehension of the nature and role of globalisation and the drivers of international business. a. knowledge of the competitive forces and challenges confronting all business as a consequence of globalisation processes and an awareness of the additional knowledge and skills required of management to operate business internationally across a diversity of environments.
Antirequisites: BSB116, BSB112, BSD119  Equivalents: BSX119, CTB119  Credit points: 12  Contact hours: 3 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

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

Antirequisites: BSB116, BSD126  Equivalents: BSX126, CTB126  Credit points: 12  Contact hours: 4 per week  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1, 2011 SEM-2 and 2011 SUM

EFB240 FINANCE FOR INTERNATIONAL BUSINESS
In this unit students analyse the way international operations and performance of business can be put at risk by changing financial and regulatory conditions across borders and determine how best to manage the exposure to this risk. This unit examines the following: the evolution of the international financial system; the foreign exchange market; the types of foreign exchange rate exposures; managing exchange; translation and consolidation risks; assessing foreign direct investment targets; comparing the performance of foreign affiliates; operations exposure to regulatory risk of tax; investment and competition policy changes; country risk assessment and managing country risk exposure.

Prerequisites: (BSB119 or CTB119) or BSB116, and (BSB113 or CTB113) or (BSB122 or CTB122)

MGB225 INTERCULTURAL COMMUNICATION AND NEGOTIATION SKILLS
The course develops students’ abilities to identify and resolve problems in cross-cultural communication or negotiation situations where cultural differences have created misunderstandings or undesirable or unexpected outcomes. It first explores the concept of ‘national culture’ by considering the work of major theorists of cultural value dimensions - from Hall to Schwartz. Students are encouraged to analyse communication/negotiation process issues in terms of these value dimensions and to practise managing the process of communication/negotiation to improve their outcomes.

Prerequisites: BSB115, CTB115, BSB119 or BSB124
Antirequisites: MGB312  Equivalents: IBB205, MGX225  Credit points: 12  Contact hours: 3  Campus: Gardens Point and Caboolture  Teaching period: 2011 SEM-1 and 2011 SEM-2

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: MGX225  Credit points: 12  Campus: Gardens Point  Teaching period: 2011 SEM-2