Students must complete all eight compulsory major units:

<table>
<thead>
<tr>
<th>Major</th>
<th>Course Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting Major</td>
<td>ACF1000</td>
<td>Principles of accounting and finance (also completed in the common core)</td>
</tr>
<tr>
<td></td>
<td>ACF1121</td>
<td>Introduction to financial accounting (Prerequisite: ACF1000)</td>
</tr>
<tr>
<td></td>
<td>ACF2391</td>
<td>Cost information for decision making (Prerequisite: AFC1121)</td>
</tr>
<tr>
<td></td>
<td>ACF2491</td>
<td>Company reporting (Prerequisites: ACF1000 and ACF1121)</td>
</tr>
<tr>
<td></td>
<td>ACF3431</td>
<td>Performance measurement and control (Prerequisite: ACF2391)</td>
</tr>
<tr>
<td></td>
<td>ACF3491</td>
<td>Advanced financial accounting theory and practice (Prerequisite: ACF2491)</td>
</tr>
</tbody>
</table>

Students must complete an additional two major units from the following list:

<table>
<thead>
<tr>
<th>Major</th>
<th>Course Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking and Finance Major</td>
<td>BFF2401</td>
<td>Commercial banking and finance (Prerequisite: BFF1300)</td>
</tr>
<tr>
<td></td>
<td>BFF2631</td>
<td>Financial management (Prerequisite: ACF1000)</td>
</tr>
<tr>
<td></td>
<td>BFF3121</td>
<td>Investments and portfolio management (Prerequisite: BFF2631)</td>
</tr>
<tr>
<td></td>
<td>BFF3841</td>
<td>Credit analysis and lending management (Prerequisite: BFF2401)</td>
</tr>
<tr>
<td></td>
<td>MGX3100</td>
<td>Management ethics and corporate governance (Prerequisite: must have completed 72 credit points)</td>
</tr>
</tbody>
</table>

Students must complete an additional two major units from the following list:

<table>
<thead>
<tr>
<th>Major</th>
<th>Course Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BFF2401</td>
<td>Accounting information systems and financial modelling (Prerequisite: ACF1000)</td>
</tr>
<tr>
<td></td>
<td>BFF2701</td>
<td>Equity markets (Prerequisites: BFF1300 and ETX1100)</td>
</tr>
<tr>
<td></td>
<td>BFF3111</td>
<td>Personal financial planning (Prerequisite: BFF2631)</td>
</tr>
<tr>
<td></td>
<td>BFF3301</td>
<td>Money market operations (Prerequisite: BFF2401)</td>
</tr>
<tr>
<td></td>
<td>BFF3333 OR</td>
<td>International banking and finance (Prerequisite BFF2401)</td>
</tr>
<tr>
<td></td>
<td>BFXT3871</td>
<td>Summer International study program in banking and finance (Prerequisite: BFF2401 or BFF2631)</td>
</tr>
<tr>
<td></td>
<td>BFF3351</td>
<td>Investment banking (Prerequisite: BFF2631)</td>
</tr>
<tr>
<td></td>
<td>BFF3651</td>
<td>Treasury management (Prerequisite: BFF2401)</td>
</tr>
<tr>
<td></td>
<td>BFF3751</td>
<td>Derivatives (Prerequisite: BFF2401)</td>
</tr>
<tr>
<td></td>
<td>BTX2601</td>
<td>Banking law (Prerequisite: BTX1010)</td>
</tr>
<tr>
<td></td>
<td>ECX1200</td>
<td>Macroeconomics</td>
</tr>
<tr>
<td></td>
<td>ECF1100</td>
<td>Macroeconomic and monetary policy (Prerequisite: ECF1200)</td>
</tr>
<tr>
<td></td>
<td>ETF2121</td>
<td>Data analysis in business (Prerequisite: ETX1100)</td>
</tr>
<tr>
<td></td>
<td>ETF3300</td>
<td>Quantitative methods for financial markets (Prerequisite: ETF2100 or ETF2121)</td>
</tr>
</tbody>
</table>

International Business Major

Students must complete all eight compulsory major units:

<table>
<thead>
<tr>
<th>Major</th>
<th>Course Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ECF1100</td>
<td>Microeconomics (also completed in the common core)</td>
</tr>
<tr>
<td></td>
<td>MKF1120</td>
<td>Marketing theory and practice (also completed in the common core)</td>
</tr>
<tr>
<td></td>
<td>BFF2341</td>
<td>International financial management</td>
</tr>
<tr>
<td></td>
<td>BTF3201</td>
<td>International trade law (Prerequisite: BTF1010)</td>
</tr>
<tr>
<td></td>
<td>ECF2721</td>
<td>Trade finance and foreign exchange (Prerequisite: ECF1100)</td>
</tr>
<tr>
<td></td>
<td>MGF2351</td>
<td>International business (Prerequisite: MGF1010 recommended)</td>
</tr>
<tr>
<td></td>
<td>MGF3681</td>
<td>International management (Prerequisite: MGF1010)</td>
</tr>
<tr>
<td></td>
<td>MKF3531</td>
<td>International marketing (Prerequisite: MKF1120)</td>
</tr>
</tbody>
</table>
### Economics Major

Students must complete all four compulsory major units:

- ECF1100 D/D Microeconomics *(also completed in the common core)*
- ECF1200 D/D Macroeconomics
- ECF2331 D_/ Macroeconomic and monetary policy (Prerequisite: ECF1200)
- ECF2731 Summer/D_/ Managerial economics (Prerequisite: ECF1100)

Students must complete an additional two major units from the following list:

- ECF3120 D_/ Consumer economics (Prerequisites: ECF2731 or ECF2931)
- ECF3121 D_/ Economics of international trade (Prerequisite: ECF2731 or ECF2931)
- ECF3143 D_/ Economics of banking and finance (Prerequisite: ECF1100 and ECF2331)
- ECF3900 D_/ Business, competition and regulation (Prerequisite: ECF2731 or ECF2931)

### Econometrics Major

Students must complete all two compulsory major units:

- ETX1100 E, D/D Business statistics *(also completed in the common core)*
- ETF2100 D/D Introductory econometrics (Prerequisite: ETX1100)

Students must complete an additional six major units from the following list:

- ETF2480 D_/ Business modelling (Prerequisite: ETX1100)
- ETF2700 D_/ Mathematics for business
- ETX2250 Summer Data visualisation and analytics (Prerequisite: ETX1100)
- ETF3200 D_/ Applied econometrics (Prerequisite: ETF2100)
- ETF3300 D_/ Quantitative methods for financial markets (Prerequisite: ETF2100 or ETF2121)
- ETF3480 D_/ Optimisation for managers (Prerequisite: ETF2480)
- ETF3500 D_/ Survey data analysis (Prerequisite: ETF2100 or ETF2121 or MKF2121)
- ETF3600 D_/ Quantitative models for business research (Prerequisite: ETF2100) – not offered in 2015
- ETF2121 D/D Data analysis in business (Prerequisite: ETX1100)
- ETF3231 D_/ Business forecasting (Prerequisite: ETF2121 or ETF2100)

### Marketing Major

Students must complete all seven compulsory major units:

- MKF1120 D/D Marketing theory and practice *(also completed in common core)*
- MKF2111 D/D Buyer behaviour (Prerequisite: MKF1120)
- MKF2121 D/D Marketing research methods (Prerequisite: MKF1120) (Co-requisite: MKF2111)
- MKF2131 D/D Marketing decision analysis (Prerequisite: MKF2121)
- MKF3121 D/D Marketing planning and implementation (Prerequisites: MKF1120 and MKF2111 and a further 12 credit points of marketing units)
- MKF3131 D/D Strategic marketing (Prerequisites: MKF2111 and MKF3121)
- MKF3461 D/D Marketing communication (Prerequisite: MKF2111)

Students must complete an additional unit from the undergraduate units offered by the Department of Marketing at the Caulfield Campus.

The unit BTF3181 may also be chosen as part of the marketing major in this degree.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>BTF3181</td>
<td>Marketing law (Prerequisite: BTF1010)</td>
<td>MKX1500 D_/</td>
</tr>
<tr>
<td>MKF2401</td>
<td>Marketing issues in packaging design (Prerequisite: MKF1120)</td>
<td>MKF2521 D/D</td>
</tr>
<tr>
<td>MKF3301</td>
<td>Services marketing (Prerequisites: MKF1120)</td>
<td>MKF2531 D_/ Not for profit marketing (Prerequisite: MKF1120)</td>
</tr>
<tr>
<td>MKF3471</td>
<td>Sales management and negotiation (Prerequisite: MKF1120)</td>
<td></td>
</tr>
<tr>
<td>MKF3500</td>
<td>Survey data analysis (Prerequisite: ETF2121 or MKF2121)</td>
<td>MKX3200 D_/ Sport marketing and sponsorship (Prerequisites: MKF1120 and MKF2111)</td>
</tr>
<tr>
<td>MKX3521</td>
<td>International study program in marketing (Prerequisite: must have completed 48 credit points with a minimum of 12 credit points of marketing units)</td>
<td>MKX3481 D_/ Marketing channels (Prerequisite: MKF1120)</td>
</tr>
<tr>
<td></td>
<td>T2/Summer</td>
<td>MKX3621 D_/</td>
</tr>
<tr>
<td></td>
<td>International marketing (Prerequisite: MKF1120)</td>
<td>MKX3631 D/D</td>
</tr>
<tr>
<td>MKF3881</td>
<td>Digital marketing (Prerequisite: MKF1120)</td>
<td></td>
</tr>
</tbody>
</table>
### Business Law Major

**Students must complete all three compulsory major units:**
- BTF1010 D/D Commercial law (*also completed in the common core*)
- BTX2000 D/D Corporations law (Prerequisite: BTF1010)
- BTEX900 D/D Research project in business law and taxation (Prerequisite: must have completed 12 credit points from Department of Business Law and Taxation)

**Students must complete an additional five major units from the following list:**
- BTF2223 D/D Corporate crime (Prerequisite: BTF1010)
- BTF2601 D/D Banking law (Prerequisite: BTF1010)
- BTF2991 D/D Employment law (Prerequisite: BTF1010)
- BTF3100 D/D Environmental law for business
- BTF3181 D/D Marketing law (Prerequisite: BTF1010)
- BTF3201 D/D International trade law (Prerequisite: BTF1010)
- BTF3931 D/D Taxation law (Prerequisite: BTF1010)
- BTEX350 D/D Business taxation (Prerequisite: BTF1010)

### Taxation Major

**Students must complete all six compulsory major units:**
- BTF1010 D/D Commercial law (*also completed in the common core*)
- BTEX2000 D/D Corporations law (Prerequisite: BTF1010)
- BTF2601 D/D Banking law (Prerequisite: BTF1010)
- BTF3931 D/D Taxation law (Prerequisite: BTF1010)
- BTEX350 D/D Business taxation (Prerequisite: BTF1010)
- BTEX3900 D/D Research project in business law and taxation (Prerequisite: must have completed 12 credit points from Department of Business Law and Taxation)

**Students must complete an additional two major units from the following list:**
- BTF2223 D/D Corporate crime (Prerequisite: BTF1010)
- BTF3100 D/D Environmental law for business
- BTF3201 D/D International trade law (Prerequisite: BTF1010)
- BTF3888 D/D Stock exchange and derivatives law – unit offered at Clayton campus
- BTEX3699 D/D Insolvency (Prerequisite: BTF1010)

### Human Resource Management Major

**Students must complete all eight compulsory major units:**
- MGF1010 D/D Introduction to management (*also completed in the common core*)
- MGF2341 D/D Managing employee relations (Prerequisite: MGF1010)
- MGF2661 D/D Human resource management (Prerequisite: MGF1010)
- BTF2991 D/D Employment law (Prerequisite: BTF1010)
- MGF2656 D/D HRM and managing global workforces (Prerequisite: MGF2661)
- MGX3441 D/D Human resource strategy (Prerequisite: MGF2661)
- MGF3450 D/D Managing conflict
- MGX3100 D/D Management ethics and corporate governance (Prerequisite: must have completed 72 credit points)

### Management Major

**Students must complete all six compulsory major units:**
- MGF1010 D/D Introduction to management (*also completed in the common core*)
- MGF1100 D/D Managerial communication
- MGF2111 D/D Organisational behaviour (Prerequisite: MGF1010 recommended)
- MGF2351 D/D International business (Prerequisite: MGF1010 recommended)
- MGF3401 D/D Strategic management (Prerequisite: MGF1010)
- MGF3621 D/D Organisational change (Prerequisite: MGF1010)

**Students must complete an additional two major units from the following list:**
- MGF2341 D/D Managing employee relations (Prerequisite: MGF1010)
- MGF2511 D/D Managing quality, innovation and knowledge
- MGF2661 D/D Human resource management (Prerequisite: MGF1010)
- MGF3361 D/D Workplace learning and performance management (Prerequisite: MGF2661) – not offered in 2015
- MGF3381 D/D Managing information systems – not offered in 2015
- MGF3681 D/D International management (Prerequisite: MGF1010)
- MGX3771 D/D Operations management (Prerequisite: must have completed 72 credit points)
- MGX3991 D/D Leadership principles and practices (Prerequisite: MGF1010 recommended)
# Psychology Major

**Students must complete all nine compulsory psychology units:**

- **PSY1011** Psychology 1A
- **PSY1022** Psychology 1B
- **PSY2031** Developmental and biological psychology (Prerequisites: PSY1011 and PSY1022) (Co-requisite: PSY2051)
- **PSY2042** Personality and social psychology (Prerequisites: PSY1011 and PSY1022) (Co-requisite: PSY2051)
- **PSY2051** Research design and analysis (Prerequisites: PSY1011 and PSY1022)
- **PSY3032** Abnormal psychology (Prerequisite: PSY2031)
- **PSY3041** Psychological testing, theories of ability and ethics (Prerequisite: PSY2051)
- **PSY3051** Perception and personality (Prerequisite: PSY2031)
- **PSY3062** Research methods and theory (Prerequisite: PSY2051 and at least two from PSY2031 or PSY2042 or PSY3041)

**Student must complete one additional major unit from the following list:**

- **PSY3120** Introduction to counselling (Prerequisite: 12 credit points of Level 2 Psychology)
- **PSY3130** Health psychology (Co-requisite: PSY2031)
- **PSY3180** Human neuropsychology: developmental and neurodegenerative disorders (Prerequisite: PSY2031)
- **PSY3190** Addiction studies (Prerequisites: PSY1011 and PSY1022 and PSY2031)
- **PSY3270** Neuroscience of cognition and behaviour (Prerequisite: PSY2031)
- **PSY3280** The neuronal basis of consciousness (Prerequisite: PSY2031)

*PSY1011 and PSY2051 may count as additional business units under Section (a) (iii) of the degree requirements and a further eight psychology units as per the above list under Section (b) of the degree requirements. Together this completes a 10 unit psychology major accredited by the Australian Psychology Accreditation Council (APAC) as a second major.

Due to accreditation requirements, students may not be able to obtain a second major outside the Faculty. Detailed professional recognition information can be found in the online handbook at:  

*Units required for associate membership of and entry to the CPA Program of CPA Australia:*

ACF1000, ACF1121, ACF2391, ACF2491, BFF2631, ACF2851, ACF3431, ACF3491, BTF1010, BTF2601, ECF1100, ETC1100. Elective units: ACF3631, BTF3931. While CPA does not require the elective units for admission as an associate member, students are advised to include the elective units in their course.

^Units required for entry to the Chartered Accountants Program of Chartered Accountants Australia and New Zealand

ACF1000, ACF1121, ACF2391, ACF2491, BFF2631, ACF3431, ACF3491, ACF3631, BTF1010, BTF2600, BTF3931.

Completion of Taxation major constitutes 'a course in Australian taxation law' as required by the Tax Practitioners Board (TPB). Students completing BTF1010, BTF2600 plus BTF2601 meet the 'course in commercial law' requirement of the TPB. Note: TPB requirements are subject to change.

**RESPONSIBILITY FOR UNIT CHOICE**

Students are advised that, while the course advisors will endeavour to give every possible assistance and advice concerning unit choice, the onus is on students to ensure that units selected meet degree regulations and requirements.

Students should refer to the University Handbook for further information on course and unit details  

*Every effort has been made to ensure that the information provided is correct at the time of publication – January 2015.*