## Majors available 2008
Faculty of Business and Economics, Caulfield Campus

### Accounting Major

Students MUST complete all 6 compulsory major units:

- **AFF1110** Accounting for financial decision making (*also completed in the common core*)
- **AFF1121** Accounting systems and procedures (Prerequisite: AFF1110)
- **AFF2391** Cost information for decision making (Prerequisite: AFF1121)
- **AFF2491** Company reporting (Prerequisite: AFF1121)
- **AFF3431** Performance measurement and control (Prerequisite: AFF2391)
- **AFF3491** Advanced financial accounting theory and practice (Prerequisite: AFF2491)

Students MUST complete an additional 2 major units from the following list:

- **AFF2631** Financial management (Prerequisite: Must have passed a total of 8 units including AFF1110)
- **AFF2851** Accounting information systems and financial modeling (Prerequisite: AFF1110)
- **AFF3511** Strategic management accounting (Prerequisite: any four 2nd year units from Business and Economics)
- **AFF3631** Auditing and assurance (Prerequisite: AFF2491)
- **AFF3791** Comparative international accounting (Prerequisite: AFF2491)
- **AFF3851** Advanced accounting information systems and financial modeling (Prerequisite: AFF2851)
- **AFF3551** International study program in accounting (Prerequisite: Permission)
- **BTF2220** Corporations law and trusts (Prerequisite: BTF1010)
- **BTF3931** Taxation law (Prerequisite: BTF1010)
- **ECF1200** Macroeconomics
- **ETX2121** Data analysis in business (Prerequisite: ETX1100)

### Banking and Finance Major

Students MUST complete all 6 compulsory major units:

- **AFF1300** Money and capital markets
- **AFF2401** Commercial banking and finance (Prerequisite: AFF1300)
- **AFF2631** Financial management (Prerequisites: Must have passed a total of 8 units including AFF1110)
- **AFF3121** Investments and portfolio management (Prerequisites: AFF1110, AFF1300 & AFF2631)
- **AFF3841** Lending decisions (Prerequisites: AFF2401 & AFF2631)
- **MFX3100** Management ethics and corporate governance (Prerequisite: must have passed 12 units)

Students MUST complete an additional 2 major units from the following list:

- **AFF2701** Equity markets (Prerequisites: AFF1110 & ETX1100)
- **AFF2851** Accounting information systems and financial modeling (Prerequisite: AFF1110)
- **AFF3111** Personal financial planning (Prerequisite: AFF2631)
- **AFF3301** Money market operations
- **AFF3331 OR** International banking and finance (Prerequisite: AFF2401)
- **AFF3871** International study program in banking and finance (Prerequisite: AFF2401 or AFF2631)
- **AFF3351** Investment banking (Prerequisites: AFF2401 & AFF2631)
- **AFF3651** Treasury management (Prerequisite: AFF2401)
- **AFF3751** Futures and options markets (Prerequisite: AFF2401)
- **AFF3355** Property investment (Prerequisite: AFF2631) *must be taken on the Caulfield Campus*
- **BTF2601** Banking law (Prerequisite: BTF1010)
- **ECF1200** Macroeconomics
- **ECF2331** Monetary theory and policy (Prerequisites: ECF1100 & ECF1200)
- **ETX2121** Data analysis in business (Prerequisite: ETX1100)
- **ETF3300** Quantitative methods for financial markets (Prerequisites: ETX2121 & AFF2631)
## Majors available 2008

Faculty of Business and Economics, Caulfield Campus

### Economics Major

Students MUST complete all 6 compulsory major units:

- **ECF1100** Microeconomics *(also completed in the common core)*
- **ECF1200** Macroeconomics
- **ECF2331** Monetary theory and policy *(Prerequisites: ECF1100 & ECF1200)*
- **ECF2721** Trade finance and foreign exchange *(Prerequisite: ECF1200)*
- **ECF3731** Managerial economics *(Prerequisite: ECF1100)*
- **ECF3900** Business economics *(Prerequisite: ECF1100)*

Students MUST complete an additional 2 major units from the following list:

- **AFF1300** Money and capital markets
- **BTF2220** Corporation law *(Prerequisite: BTF1010)*
- **ECF2450** Sports economics *(Prerequisite: ECF1100)*
- **ECF2550/3550** Business in Asia *(Prerequisite: ECF1100 or ECF1200)*
- **ECF2810** Globalisation and economic systems *(Prerequisite: ECF1100 or ECF1200)*
- **ECF3120** Consumer economics *(Prerequisite: ECF1100)*
- **ETF2700** Mathematics for business *(Prerequisite: ETX1100)*
- **ETX2121** Data analysis in business *(Prerequisite: ETX1100)*
- **MGF2351** International business *(Prerequisite: MGF1010)*

### Econometrics Major

Students MUST complete all 6 compulsory major units:

- **ETF2700** Mathematics for business *(Prerequisite: ETX1100)*
- **ETF3200** Quantitative business analysis *(Prerequisite: ETX2111 or ETX2121)*
- **ETF3600** Quantitative models for business research *(Prerequisite: ETX2111 or ETX2121)*
- **ETX1100** Business statistics *(also completed in the common core)*
- **ETX3231** Business forecasting *(Prerequisite: ETX2111 or ETX2121)*
- **ETX2111 OR** Business data modeling *(Prerequisite: ETX1100)*
- **ETX2121** Data analysis in business *(Prerequisite: ETX1100)*

Students MUST complete an additional 2 major units from the following list:

- **AFF1121** Accounting systems and procedures *(Prerequisite: AFF1110)*
- **AFF1300** Money and capital markets
- **AFF2391** Cost information for decision making *(Prerequisite: AFF1121)*
- **AFF2631** Business finance *(Prerequisites: Must have passed a total of 8 units including AFF1110)*
- **BTF2220** Corporation law *(Prerequisite: BTF1010)*
- **BTF3900** Research project in business law *(Prerequisite: must have passed 12 Business and Economics units)*
- **ECF1200** Macroeconomics
- **ECF3731** Managerial economics *(Prerequisite: ECF1100)*
- **ETF3300** Quantitative methods for financial markets *(Prerequisite: ETX2111 or ETX2121)*
- **ETF3480** Optimisation for managers *(Prerequisite: ETF2480)*
- **ETF3500** Survey data analysis *(Prerequisite: ETX2111 or ETX2121)*
- **ETX2011** Quantitative methods for risk analysis *(Prerequisite: ETX1100)*
- **MGF2351** International business *(Prerequisite: MGF1010)*
- **MGF3401** Strategic management *(Prerequisite: must have passed 12 units)*
- **MKF2111** Buyer behaviour *(Prerequisite: MKF1120)*
- **MKF2121** Marketing research methods *(Prerequisite: MKF1120 & (ETX1100 or PSY1022))
### Human Resource Management Major

Students MUST complete all 6 compulsory major units:

- **MGF1010** Introduction to management *(also completed in the common core)*
- **MGF2341** Managing employee relations *(Prerequisite: must have passed 12 units)*
- **MGF2661** Human resource management *(Prerequisite: Must have passed 4 units including MGF1010)*
- **MGF3430** International resource management *(Prerequisite: MGF2661)*
- **MGF3881** Current issues in human resource management *(Prerequisite: MGF2661)*
- **MGX3441** Human resource strategy *(Prerequisite: MGF2661)*

Students MUST complete an additional 2 major units from the following list:

- **BTF2991** Employment law *(Prerequisite: BTF1010)*
- **MGF2111** Organisational behaviour *(Prerequisite: MGF1010)*
- **MGF2511** Managing quality, innovation and knowledge *(Prerequisite: MGF1010)*
- **MGF3361** Performance management *(Prerequisite: MGF2661)*
- **MGF3420** Human resource development *(Prerequisite: MGF2661)*
- **MGF3450** Managing conflict *(Prerequisite: must have passed 2 level-two-units from the Department of Management)*
- **MGF3621** Organisational change *(Prerequisite: Must have passed 12 including MGF1010)*
- **MGX3991** Leadership principles and practices *(Prerequisite: MGF1010)*

### Law Major

Students MUST complete 2 compulsory major units:

- **BTF1010** Commercial law *(also completed in the common core)*
- **BTF2220** Corporations law and trusts *(Prerequisite: BTF1010)*

Students MUST complete an additional 6 major units from the following list:

- **BTF2223** Corporate crime *(Prerequisite: BTF1010)*
- **BTF2601** Banking law *(Prerequisite: BTF1010)*
- **BTF2991** Employment law *(Prerequisite: BTF1010)*
- **BTF3091** Stock exchange and derivatives law *(Prerequisite: must have passed 4 level-two-units)*
- **BTF3100** Environmental law for business
- **BTF3181** Marketing law *(Prerequisite: Must have passed 12 units including BTF1010)*
- **BTF3201** International trade law *(Prerequisite: BTF1010)*
- **BTF3900** Research project in business law and taxation *(Prerequisite: must have passed 12 Business and Economics units)*
- **BTF3931** Taxation law *(Prerequisite: BTF1010)*
- **BTF3951** Business taxation and GST *(Prerequisite: BTF3931)*

### Management Major Units

Students MUST complete all 6 compulsory major units:

- **MGF1010** Introduction to management *(also completed in the common core)*
- **MGF1100/2100** Managerial communication
- **MGF2111** Organisational behaviour *(Prerequisite: MGF1010)*
- **MGF2351** International business *(Prerequisite: MGF1010)*
- **MGF3401** Strategic management *(Prerequisite: must have passed 12 units)*
- **MGF3621** Organisational change *(Prerequisite: Must have passed 12 units including MGF1010)*

Students MUST complete an additional 2 major units from the following list:

- **MGF2341** Managing employee relations *(Prerequisite: must have passed 12 units)*
- **MGF2511** Managing quality, innovation and knowledge *(Prerequisite: MGF1010)*
- **MGF2661** Human resources management *(Prerequisite: Must have passed 4 units including MGF1010 )
- **MGF3361** Performance management *(Prerequisite: MGF2661)*
- **MGF3381** Managing information systems *(Prerequisite: must have passed 12 units)*
- **MGF3681** International management *(Prerequisite: MGF1010)*
- **MGX3771** Operations management *(Prerequisite: must have passed 12 units)*
- **MGX3991** Leadership principles and practices *(Prerequisite: MGF1010)*
## Marketing Major Units

**Students MUST complete all 6 compulsory major units:**

- **MKF1120**  
  Marketing theory and practice *(also completed in common core)*
- **MKF2111**  
  Buyer behaviour *(Prerequisite: MKF1120)*
- **MKF2121**  
  Market research methods *(Prerequisites: MKF1120 & ETX1100)*
- **MKF3121**  
  Marketing planning and implementation *(Prerequisites: MKF2111, MKF2121 & MKF2131)*
- **MKF3131**  
  Strategic marketing *(Prerequisites: MKF2111 & MKF2121)*
- **MKF3461**  
  Marketing communication *(Prerequisite: MKF2111)*

**Students MUST complete an additional 2 major units from the following list:**

- **MKF2131**  
  Marketing decision analysis *(Prerequisite: MKF2121)*
- **MKF3141**  
  Issues in competitive advantage *(Prerequisites: AFF1110, BTF1010 & MKF1120)*
- **MKF3471**  
  Sales management and negotiation *(Prerequisite: MKF1120)*
- **MKF3531**  
  International marketing *(Prerequisite: MKF1120)*
- **MKX2521**  
  Brand management *(Prerequisite: MKF1120)*
- **MKX3481**  
  Logistics and fulfillment *(Prerequisite: MKF1120)*
- **MKX3621**  
  Advertising management *(Prerequisite: MKF3461)*
- **MKX3631**  
  Marketing internship *(Permission)*