### Majors available 2009

Faculty of Business and Economics, Caulfield Campus

#### Accounting Major

Students MUST complete all 6 compulsory major units:

- **AFF1110/1000** Principles of accounting and finance *(also completed in the common core)*
- **AFF1121** Introduction to financial accounting (Prerequisite: AFF1110/1000)
- **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: AFF1110/1000)
- **AFF2851** Accounting information systems and financial modeling (Prerequisite: AFF1110/1000)
- **AFF3511** Strategic management accounting (Prerequisite: AFF2391)
- **AFF3631** Auditing and assurance (Prerequisite: AFF2491)
- **AFF3791** Comparative international accounting (Prerequisite: AFF2491)
- **AFF3851** Advanced accounting information systems and financial modeling (Prerequisite: AFF2851)
- **AFFX3551** International study program in accounting (Prerequisite: AFF2491 + 60% average)
- **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: AFF1110/1000)
- **AFF3121** Investments and portfolio management (Prerequisites: AFF2631)
- **AFF3841** Lending decisions (Prerequisites: AFF2401)
- **MGX3100** Management ethics and corporate governance (Prerequisite: must have passed 12 units, 72 credit points)

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

- **AFF2701** Equity markets (Prerequisites: AFF1300)
- **AFF2851** Accounting information systems and financial modeling (Prerequisite: AFF1110/1000)
- **AFF3111** Personal financial planning (Prerequisite: AFF2631)
- **AFF3301** Money market operations (Co-requisite: AFF3651)
- **AFF3331 OR** International banking and finance (Prerequisite: AFF2401)
- **AFFX3871** *International study program in banking and finance (Prerequisite: AFF2401 or AFF2631 – and 60% average)*
- **AFF3351** Investment banking (Prerequisites: AFF2401 & AFF2631)
- **AFF3651** Treasury management (Prerequisite: AFF2401)
- **AFF3751** Futures and options markets (Prerequisite: AFF2401)
- **AFFX3355** 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: ETX2121/2111 & AFF2631)
**Majors available 2009**  
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)
- ECX3900  
  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)
- ECX2550/3550  
  Business in Asia (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  
  Introduction to financial accounting (Prerequisite: AFF1110/1000)
- AFF1300  
  Money and capital markets
- AFF2391  
  Cost information for decision making (Prerequisite: AFF1121)
- AFF2631  
  Business finance (Prerequisites: AFF1110/1000)
- BTF2220  
  Corporation law (Prerequisite: BTF1010)
- BTF3900  
  Research project in business law
- 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: MGF1010)
- 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
- **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
- **MGF3361** Performance management *(Prerequisite: MGF2661)*
- **MGF3420** Human resource development *(Prerequisite: MGF2661)*
- **MGF3450** Managing conflict
- **MGF3621** Organisational change *(Prerequisite: 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:**

- **BTF223** 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
- **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** Managerial communication
- **MGF2111** Organisational behaviour *(Prerequisite: MGF1010)*
- **MGF2351** International business *(Prerequisite: MGF1010)*
- **MGF3401** Strategic management *(Prerequisite: MGF1010)*
- **MGF3621** Organisational change *(Prerequisite: MGF1010)*

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

- **MGF2341** Managing employee relations
- **MGF2511** Managing quality, innovation and knowledge
- **MGF2661** Human resources management *(Prerequisite: MGF1010)*
- **MGF3361** Performance management *(Prerequisite: MGF2661)*
- **MGF3381** Managing information systems
- **MGF3681** International management *(Prerequisite: MGF1010)*
- **MGX3771** Operations management *(Prerequisite: must have passed 12 units, 72 credit points)*
- **MGX3991** Leadership principles and practices
### Marketing Major Units

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

- **MKF1120**  
  Marketing theory and practice (*also completed in common core*)  
  (Prerequisite: MKF1120)

- **MKF2111**  
  Buyer behaviour  
  (Prerequisite: MKF1120)

- **MKF2121**  
  Market research methods  
  (Prerequisites: MKF1120 & (ETX1100 or PSY1022))

- **MKF3121**  
  Marketing planning and implementation  
  (Prerequisites: MKF2111 & MKF2121)

- **MKF3131**  
  Strategic marketing  
  (Prerequisites: MKF2111 or MKF2121. Should be completed after MKF3121)

- **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: AFF1110/1000, BTF1100 & 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  
  (Prerequisite: As appropriate for the area of internship – Faculty Office approval required)