### Course Requirements
- Students must complete a total of 24 units (144 credit points) to complete the Bachelor of Business (Psychology).
- A minimum of 8 units (48 credit points) must be taken at Monash University, Caulfield Campus.
- A minimum of 12 units (72 credit points) must be taken at Monash University.
- Students may complete up to, but not exceeding 10 units (60 credit points) at first-year-level.
- Students must complete a minimum of six units (36 credit points) at third-year-level, of which four must be from the Bachelor of Business degree family, Caulfield Campus.
- Students must complete a major in either Management or Marketing.

### Psychology Major
Students MUST complete all 10 compulsory psychology units:

- **PSY1011** Psychology A
- **PSY1022** Psychology B
- **PSY2031** Developmental and biological psychology (Prerequisite: PSY1011 and PSY1022)
- **PSY2042** Cognitive and social psychology (Prerequisite: PSY1011 and PSY1022 – Corequisite: PSY2051)
- **PSY2051** Research design and analysis (Prerequisite: PSY1011 and PSY1022)
- **PSY2112** Organisational psychology (Prerequisite: completion of 8 units, 48 credit points)
- **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 of PSY2031, PSY2042 OR PSY3041)

### Common Core Units
Students MUST complete all 6 compulsory common core units:

- **AFF1000** Principles of accounting and finance
- **BTF1010** Commercial law
- **ECF1100** Microeconomics
- **ETX1100** Business statistics
- **MGF1010** Introduction to management
- **MKF1120** Marketing theory and practice

**STUDENTS MUST COMPLETE EITHER A MANAGEMENT OR MARKETING MAJOR AS PRESCRIBED BELOW**

### Management Major Units
Students MUST complete all 7 compulsory major units:

- **MGF1010** Introduction to management (also completed in the common core)
- **MGF1100** Managerial communication
- **MGF2111** Organisational behaviour (Prerequisite: MGF1010 recommended)
- **MGF2351** International business (Prerequisite: MGF1010 recommended)
- **MGF3401** Strategic management (Prerequisite: MGF1010)
- **MGF3621** Organisational change (Prerequisite: MGF1010)
- **PMM3020** Psychology, management and marketing

Students MUST complete an additional 1 major unit 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 or 72 credit points)
- **MGX3991** Leadership principles and practices (Prerequisite: MGF1010 recommended)
## Marketing Major Units

Students **MUST** complete all 7 compulsory major units:

<table>
<thead>
<tr>
<th>Unit</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKF1120</td>
<td>Marketing theory and practice (also completed in the common core)</td>
</tr>
<tr>
<td>MKF2111</td>
<td>Buyer behaviour (Prerequisite: MKF1120)</td>
</tr>
<tr>
<td>MKF2121</td>
<td>Market research methods (Prerequisites: MKF1120 &amp; ETX1100)</td>
</tr>
<tr>
<td>MKF3121</td>
<td>Marketing planning and implementation (Prerequisite: MKF2111 &amp; MKF2121)</td>
</tr>
<tr>
<td>MKF3131</td>
<td>Strategic marketing (Prerequisites: MKF2111 or MKF2121, should be completed after MKF3121)</td>
</tr>
<tr>
<td>MKF3461</td>
<td>Marketing communication (Prerequisite: MKF2111)</td>
</tr>
<tr>
<td>PMM3020</td>
<td>Psychology, management and marketing</td>
</tr>
</tbody>
</table>

Students **MUST** complete 1 additional unit from the level two and three 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.

### Elective Unit

Students **MUST** complete one elective unit (6 credit points):

<table>
<thead>
<tr>
<th>Unit</th>
</tr>
</thead>
</table>

### Professional recognition

This degree is recognised by the following legal entities:

- Australian Psychology Accreditation Council (APAC)
- Australian Marketing Institute
- Australian Institute of Management (AIM).

Professional recognition may be dependent upon work experience requirements and the correct choice of units.
<table>
<thead>
<tr>
<th>Year level 1</th>
<th>Semester 1</th>
<th>PSY1011</th>
<th>Psychology 1A (Compulsory) 6 Points</th>
<th>MGF1010</th>
<th>Introduction to Management (Compulsory) 6 Pts</th>
<th>MKF1120</th>
<th>Marketing theory and practice (Compulsory) 6 pts</th>
<th>ETX1100</th>
<th>Business statistics (Compulsory) 6 Pts</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Semester 2</td>
<td>PSY1022</td>
<td>Psychology 1B (Compulsory) 6 Pts</td>
<td></td>
<td>Major Unit 2 Must be either Management or Marketing prescribed unit 6 pts</td>
<td></td>
<td>Common Core Choice 4 (Compulsory) 6 Pts</td>
<td></td>
<td>Common Core Choice 5 (Compulsory) 6 Pts</td>
</tr>
<tr>
<td>Year level 2</td>
<td>Semester 1</td>
<td>PSY2031</td>
<td>Developmental and Biological Psychology 6 pts</td>
<td>PSY2051</td>
<td>Research Design and Analysis 6 pts</td>
<td>Common Core Choice 6 (Compulsory) 6 Pts</td>
<td></td>
<td>Major Unit 3 Must be either Management or Marketing prescribed unit 6 pts</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>PSY2042</td>
<td>Cognitive and Social Psychology 6 pts</td>
<td>PSY2112</td>
<td>Organisational Psychology 6 pts</td>
<td>Major Unit 4 Must be either Management or Marketing prescribed unit 6 pts</td>
<td></td>
<td>Major Unit 5 Must be either Management or Marketing prescribed unit 6 pts</td>
<td></td>
</tr>
<tr>
<td>Year level 3</td>
<td>Semester 1</td>
<td>PSY3041</td>
<td>Psych testing, theories of ability and ethics 6 pts</td>
<td>PSY3051</td>
<td>Perception and Personality 6 pts</td>
<td>Major Unit 6 Must be either Management or Marketing prescribed unit 6 pts</td>
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<td>Major Unit 7 Must be either Management or Marketing prescribed unit 6 pts</td>
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</tr>
<tr>
<td></td>
<td>Semester 2</td>
<td>PSY3032</td>
<td>Abnormal Psychology 6 pts</td>
<td>PSY3062</td>
<td>Research Methods &amp; Philosophy of Psychology 6 pts</td>
<td>Major Unit 8 Must be either Management or Marketing prescribed unit 6 pts</td>
<td></td>
<td>PMM3020</td>
<td>Psychology, Management and Marketing 6 Pts</td>
</tr>
</tbody>
</table>

**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.