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4407 – Bachelor of Business (Psychology)
Course Structure (commencing 2010)

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 can complete exceeding maximum of 10 units (60 points) at first-year-level.
- Students must complete a minimum of 6 units (36 credit points) at third-year-level, of which 4 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 - corequisite PSY2051)
- 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 recommended)
- MGF3361 Performance management (Prerequisite: MGF2661)
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<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGF3381</td>
<td>Managing information systems</td>
</tr>
<tr>
<td>MGF3681</td>
<td>International management (Prerequisite: MGF1010)</td>
</tr>
<tr>
<td>MGX3771</td>
<td>Operations management (Prerequisite: must have passed 12 units or 72 credit points)</td>
</tr>
<tr>
<td>MGX3991</td>
<td>Leadership principles and practices (Prerequisite: MGF1010 recommended)</td>
</tr>
</tbody>
</table>

### Marketing Major Units

Students MUST complete all 7 compulsory major units:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course 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 or ETX1100 and PSY1022)</td>
</tr>
<tr>
<td>MKF2121</td>
<td>Market research methods (Prerequisites: MKF1120 or ETX1100 &amp; PSY1022 – corequisite MKF2111)</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, MKF2121 &amp;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>Course Code</th>
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</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.

### 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.

### 4407 – Bachelor of Business (Psychology) Recommended Course Progression (commencing 2010)

#### Year level 1

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>PSY1011 Psychology 1A (Compulsory) 6 Points</th>
<th>MGF1010 Introduction to Management (Compulsory) 6 Pts</th>
<th>MKF1120 Marketing theory and practice (Compulsory) 6 pts</th>
<th>ETX1100 Business statistics (Compulsory) 6 Pts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>PSY1022 Psychology 1B (Compulsory) 6 Pts</td>
<td>Major Unit 2 Must be either Management or Marketing prescribed unit 6 pts</td>
<td>Common Core Choice 4 (Compulsory) 6 Pts</td>
<td>Common Core Choice 5 (Compulsory) 6 Pts</td>
</tr>
</tbody>
</table>

#### Year level 2

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>PSY2031 Developmental and Biological Psychology 6 pts</th>
<th>PSY2051 Research Design and Analysis 6 pts</th>
<th>Common Core Choice 6 (Compulsory) 6 Pts</th>
<th>Major Unit 3 Must be either Management or Marketing prescribed unit 6 pts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>PSY2042 Cognitive and Social Psychology 6 pts</td>
<td>PSY2112 Organisational Psychology 6 pts</td>
<td>Major Unit 4 Must be either Management or Marketing prescribed unit 6 pts</td>
<td>Major Unit 5 Must be either Management or Marketing prescribed unit 6 pts</td>
</tr>
</tbody>
</table>

#### Year level 3

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>PSY3041 Psych testing, theories of ability and ethics 6 pts</th>
<th>PSY3051 Perception and Personality 6 pts</th>
<th>Major Unit 6 Must be either Management or Marketing prescribed unit 6 pts</th>
<th>Major Unit 7 Must be either Management or Marketing prescribed unit 6 pts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Semester 2</td>
<td>PSY3032 Abnormal Psychology 6 pts</td>
<td>PSY3062 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>PMM3020 Psychology, Management and Marketing 6 Pts</td>
</tr>
</tbody>
</table>