Majors available 2011
Faculty of Business and Economics, Caulfield Campus

*The Structure of majors Listed in this document are only for the use of students enrolled in Bachelor of Business (3806) and students taking an optional major in a tag degree eg. Bachelor of Business (Accounting) (0315)

### Accounting Major

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

- **AFF1000** Principles of accounting and finance (*also completed in the common core*)
- **AFF1121** Introduction to financial accounting (Prerequisite: AFF1000)
- **AFF2391** Cost information for decision making (Prerequisite: AFF1121)
- **AFF2491** Company reporting (Prerequisites: AFF1000 & 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: AFF1000)
- **AFF2851** Accounting information systems and financial modelling (Prerequisite: AFF1000)
- **AFF3511** Strategic management accounting (Prerequisite: AFF2391)
- **AFF3631** Auditing and assurance (Prerequisite: AFF2491)
- **AFF3791** Comparative international accounting (Prerequisite: AFF2401)
- **AFF3851** Advanced accounting information systems and financial modelling (Prerequisite: AFF2851)
- **AFX3551** International study program in accounting (Prerequisite: AFF2491 + 60% average)
- **BTF2220** Corporation law (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 (Prerequisite: AFF1000)
- **AFF3121** Investments and portfolio management (Prerequisite: AFF2631)
- **AFF3841** Lending decisions (Prerequisite: 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 & ETX1100)
- **AFF2851** Accounting information systems and financial modelling (Prerequisite: AFF1000)
- **AFF3111** Personal financial planning (Prerequisite: AFF2631)
- **AFF3301** Money market operations
- **AFF3331 OR** International banking and finance (Prerequisite AFF2401)
- **AFX3871** 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)
- **BTF2601** Banking law (Prerequisite: BTF1010)
- **ECF1200** Macroeconomics
- **ECF2331** Macroeconomic and monetary policy (Prerequisites: ECF1100 & ECF1200)
- **ETF3300** Quantitative methods for financial markets (Prerequisites: ETF2100, ETX2111 or ETX2121)
- **ETX2121** Data analysis in business (Prerequisite: ETX1100)
**Economics Major**

Students MUST complete all 6 compulsory major units:

- **ECF1100** Microeconomics *(also completed in the common core)*
- **ECF1200** Macroeconomics
- **ECF2331** Macroeconomic and monetary policy (Prerequisites: ECF1100 & ECF1200)
- **ECF2731** Managerial economics (Prerequisite: ECF1100)
- **ECF3121** Economics of international trade (Prerequisite: ECF1200 & ECF2731/ECF3731 (students prior to 2009))
- **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)
- **ECF2721** Trade finance and foreign exchange (Prerequisite: ECF1200)
- **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 *recommended*)

**Econometrics Major**

Students MUST complete two of the following three units:

- **ETF2100** Introductory econometrics (Prerequisite: ETX1100)
- **ETX1100** Business statistics *(also completed in the common core)*
- **ETX2121** Data analysis in business (Prerequisite: ETX1100)

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

- **ETF2480** Business modelling (Prerequisite: ETX1100)
- **ETF2700** Mathematics for business (Prerequisite: ETX1100)
- **ETF3200** Quantitative business analysis (Prerequisite: ETF2100)
- **ETF3300** Quantitative methods for financial markets (Prerequisite: ETF2100, ETX2111 or ETX2121)
- **ETF3480** Optimisation for managers (Prerequisite: ETF2480)
- **ETF3500** Survey data analysis (Prerequisite: ETX2111, ETX2121, MGF2121 or ETF2100)
- **ETF3600** Quantitative models for business research (Prerequisite: ETX2111, ETX2121 or ETF2100)
- **ETX3231** Business forecasting (Prerequisite: ETX2100 or ETX2111)

**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: MGF1010 *recommended*)
- **MGF3430** International human 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 *recommended*)
- **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 *recommended*)
**Business Law Major**

Students **MUST** complete 2 compulsory major units:

- **BTF1010** Commercial law (*also completed in the common core*)
- **BTF2220** Corporation law (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 units)
- **BTF3100** Environmental law for business
- **BTF3181** Marketing law (Prerequisite: BTF1010)
- **BTF3201** International trade law (Prerequisite: BTF1010)
- **BTX3900** Research project in business law and taxation (Prerequisite: Permission required)
- **BTF3931** Taxation law (Prerequisite: BTF1010)
- **BTF3951** Business taxation and GST (Prerequisite: BTF2931 or 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 recommended)
- **MGF2351** International business (Prerequisite: MGF1010 recommended)
- **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 resource 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 (Prerequisite: MGF1010 recommended)

**Marketing Major Units**

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

- **MKF1120** Marketing theory and practice (*also completed in common core*)
- **MKF2111** Buyer behaviour (Prerequisite: MKF1120)
- **MKF2121** Market research methods (Prerequisites: MKF1120 or (ETX1100 & PSY1022 – Corequisite MKF2111)
- **MKF2131** Marketing decision analysis (Prerequisite: MKF2121)
- **MKF3121** Marketing planning and implementation (Prerequisites: MKF2111 & MKF2121)
- **MKF3131** Strategic marketing (Prerequisites: MKF2111, MKF2121 & MKF3121)
- **MKF3461** Marketing communication (Prerequisite: MKF1120 & 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.

- **BTF3181** Marketing Law
- **MKF2401** Marketing issues in packaging design
- **MKF3001** Special studies unit
- **MKF3141** Issues in competitive advantage
- **MKF3471** Sales management and negotiation
- **MKF3500** Survey data analysis
- **MKF3511** Monash Australian marketing study program
- **MKX2521** Brand management
- **MKX2531** Not for profit marketing
- **MKX2901** Green marketing
- **MKX3002** Enhanced research skills
- **MKX3200** Sport marketing and sponsorship
- **MKX3445** International retailing
- **MKX3481** Marketing channels
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<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>MKF3521</td>
<td>International study program in marketing</td>
</tr>
<tr>
<td>MKF3531</td>
<td>International marketing</td>
</tr>
<tr>
<td>MKF3881</td>
<td>Electronic marketing</td>
</tr>
<tr>
<td>MKX1500</td>
<td>Retail management principles</td>
</tr>
<tr>
<td>MKX3541</td>
<td>China study program in marketing</td>
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<tr>
<td>MKX3621</td>
<td>Advertising management</td>
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<tr>
<td>MKX3631</td>
<td>Marketing internship</td>
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<tr>
<td>MKX3671</td>
<td>Advertising campaigns</td>
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</tbody>
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**Psychology Major Units (second major only)**

Students MUST complete all 9 compulsory major units:

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<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>PSY1011**</td>
<td>Psychology A</td>
</tr>
<tr>
<td>PSY1022</td>
<td>Psychology B</td>
</tr>
<tr>
<td>PSY2031</td>
<td>Developmental and biological psychology (Prerequisite: PSY1011 and PSY1022)</td>
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<tr>
<td>PSY2042</td>
<td>Cognitive and social psychology (Prerequisite: PSY1011 and PSY1022 – Corequisite: PSY2051)</td>
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<tr>
<td>PSY2051**</td>
<td>Research design and analysis (Prerequisite: PSY1011 and PSY1022)</td>
</tr>
<tr>
<td>PSY3032</td>
<td>Abnormal psychology (Prerequisite: PSY2031)</td>
</tr>
<tr>
<td>PSY3041</td>
<td>Psychological testing, theories of ability and ethics (Prerequisite: PSY2051)</td>
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<tr>
<td>PSY3051</td>
<td>Perception and personality (Prerequisite: PSY2031)</td>
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<tr>
<td>PSY3062</td>
<td>Research methods and theory (Prerequisite: PSY2051, and at least two of PSY2031, PSY2042 OR PSY3041)</td>
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Students MUST complete an additional 1 major units from the following list:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>PSY2112</td>
<td>Organisational psychology (Prerequisite: Must have passed 8 units)</td>
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<tr>
<td>PSY3100</td>
<td>Advanced psychobiology: Brain and behaviour &lt;Not offered 2011 &gt;</td>
</tr>
<tr>
<td>PSY3120</td>
<td>Introduction to counselling (Prerequisite: 2 level 2 PSY units)</td>
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<tr>
<td>PSY3130</td>
<td>Health psychology (Corequisite: PSY2031)</td>
</tr>
<tr>
<td>PSY3150</td>
<td>Contemporary social psychology (Prerequisite: PSY2042)</td>
</tr>
<tr>
<td>PSY3160</td>
<td>Psychology of language (Prerequisite: PSY2051)</td>
</tr>
<tr>
<td>PSY3170</td>
<td>Decision making in professional settings (Prerequisite:PSY2031. Corequisite: PSY2042)</td>
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<tr>
<td>PSY3180</td>
<td>Human neuropsychology: Developmental and neurodegenerative disorders (Prerequisite: PSY2031. Corequisite: PSY2042)</td>
</tr>
<tr>
<td>PSY3190</td>
<td>Addiction studies (Prerequisite: PSY1011, PSY1022 and PSY2031)</td>
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*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:*

AFF1000, AFF1121, AFF2391, AFF2491, AFF2631, AFF2851, AFF3431, AFF3491, BTF1010, BTF2220, ECF1100, ETX1100. Elective units: AFF3631, 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 The Institute of Chartered Accountants in Australia

AFF1000, AFF1121, AFF2391, AFF2491, AFF2631, AFF3431, AFF3491, AFF3631, BTF1010, BTF2220, BTF3931.

**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