Majors available 2012
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)

*In addition to specific unit prerequisites, second-year level units require the successful completion of three first-year level units and third-year level units require the successful completion of two second-year level units.

**Accounting Major**

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

- AFF1000 D/D Principles of accounting and finance (also completed in the common core)
- AFF1121 D/D Introduction to financial accounting (Prerequisite: AFF1000)
- AFF2391 D/D Cost information for decision making (Prerequisite: AFF1121)
- AFF2491 D/D Company reporting (Prerequisites: AFF1000 & AFF1121)
- AFF3431 D/D Performance measurement and control (Prerequisite: AFF2391)
- AFF3491 D/D Advanced financial accounting theory and practice (Prerequisite: AFF2491)

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

- AFF2631*^ D/D Financial management (Prerequisite: AFF1000)
- AFF2851* D/D Accounting information systems and financial modelling (Prerequisite: AFF1000)
- AFF3511 D/D Strategic management accounting (Prerequisite: AFF2391)
- AFF3631^ D/D Auditing and assurance (Prerequisite: AFF2491)
- AFF3851 Advanced accounting information systems and financial modelling (Prerequisite: AFF2851) – not offered in 2012
- AFX3551 Summer International study program in accounting (Prerequisite: AFF2491 + 60% average)
- BTF2220*^ D/D Corporation law (Prerequisite: BTF1010)
- BTF3931*^ D/D Taxation law (Prerequisite: BTF1010)
- ECF1200 D/D Macroeconomics
- ETX2121 D/D Data analysis in business (Prerequisite: ETX1100)

**Banking and Finance Major**

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

- AFF1300 D/D Money and capital markets
- AFF2401 D/D Commercial banking and finance (Prerequisite: AFF1300)
- AFF2631 D/D Financial management (Prerequisite: AFF1000)
- AFF3121 D/D Investments and portfolio management (Prerequisite: AFF2631)
- AFF3841 D/D Lending decisions (Prerequisite: AFF2401)
- MGX3100 D/D 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 D/D Equity markets (Prerequisites: AFF1300 & ETX1100)
- AFF2851 D/D Accounting information systems and financial modelling (Prerequisite: AFF1000)
- AFF3111 D/D Personal financial planning (Prerequisite: AFF2631)
- AFF3301 D/D Money market operations (Prerequisite: AFF2401) – enrolment quota applies
- AFF3331 OR D/D International banking and finance (Prerequisite AFF2401)
- AFX3971 Summer International study program in banking and finance (Prerequisite: AFF2401 or AFF2631 – and 60% average)
- AFF3351 D/D Investment banking (Prerequisites: AFF2401 & AFF2631)
- AFF3651 D/D Treasury management (Prerequisite: AFF2401)
- AFF3751 D/D Derivatives (Prerequisite: AFF2401)
- BTF2601 D/D Banking law (Prerequisite: BTF1010)
- ECF1200 D/D Macroeconomics
- ECF2331 D/D Macroeconomic and monetary policy (Prerequisites: ECF1100 & ECF1200)
- ETF3300 D/E Quantitative methods for financial markets (Prerequisites: ETF2100, ETX2111 or ETX2121)
- ETX2121 D/DE Data analysis in business (Prerequisite: ETX1100)
Economics Major

Students MUST complete all 6 compulsory major units:
- ECF1100 D/D Microeconomics (also completed in the common core)
- ECF1200 D/D Macroeconomics
- ECF2331 D_/Macroeconomic and monetary policy (Prerequisites: ECF1100 & ECF1200)
- ECF2731 D_/Managerial economics (Prerequisite: ECF1100)
- ECF3121 D_/Economics of international trade (Prerequisite: ECF1200 & ECF2731/ECF3731 (students prior to 2009))
- ECX3900 D_/Business, competition and regulation(Prerequisite: ECF1100 and ECF2731)

Students MUST complete an additional 2 major units from the following list:
- AFF1300 D/D Money and capital markets
- BTF2220 D/D Corporation law (Prerequisite: BTF1010)
- ECF2450 D_/Sports economics (Prerequisite: ECF1100)
- ECX2550/3550 D_/Trade finance and foreign exchange (Prerequisite: ECF1200)
- ECF2731 D_/Managerial economics (Prerequisite: ECF1100)
- ETX2121 D/DE Data analysis in business (Prerequisite: ETX1100)
- MGF2351 D/D International business (Prerequisite: MGF1010 recommended)

Marketing Major Units

Students MUST complete all 7 compulsory major units:
- MKF1120 D/D Marketing theory and practice (also completed in common core)
- MKF2111 E/D Buyer behaviour (Prerequisite: MKF1120)
- MKF2121 D/E Marketing research methods (Prerequisites: MKF1120 and (ETX1100 or PSY1022) – Corequisite MKF2111)
- MKF2131 E/D Marketing decision analysis (Prerequisite: MKF2121)
- MKF3121 D/E Marketing planning and implementation (Prerequisites: MKF2111 & MKF2121)
- MKF3131 D/DE Strategic marketing (Prerequisites: MKF2111, MKF2121 & MKF3121)
- MKF3461 E/D Marketing communication (Prerequisite: MKF1120 & MKF2121)

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 D_/E Marketing Law (Prerequisite: BTF1010)
- MKF2401 D/D Marketing issues in packaging design (Prerequisite: MKF1120)
- MKF3001 D/D Summer Special units study (Prerequisite: by permission)
- E/MK3314 E/D Issues in competitive advantage (Prerequisites: AFF1000 & BTF1010 & MKF1120)
- MKF3301 D Summer Services marketing (Prerequisites: MKF1120 and 7 other 1st year units)
- MKF3471 D/E Sales management and negotiation (Prerequisite: MKF1120)
- MKF3500 D/D Summer Survey data analysis (Prerequisite: ETX2121 or MKF2121)
- MKF3511 D Summer Monash Australian marketing study program (Prerequisite: must have passed 48cpts including 12 cpts from Department of Marketing)
- MKF3521 D Summer International study program in marketing (Prerequisite: as MKF3511)
- MKF3531 D_/E International marketing (Prerequisite: MKF1120)
- MKF3881 D_/D Electronic marketing (Prerequisite: MKF1120)
- MKX1500 D_/D Retail management principles
- MKX2521 D/D Brand management (Prerequisite: MKF1120)
- MKX2531 D/Not for profit marketing (Prerequisite: MKF1120)
- MKX2901 D/D Green marketing (Prerequisite: MKF1120)
- MKX3002 D/Enhanced research skills (by invitation only)
- MKX3200 D/D Sport marketing and sponsorship (Prerequisites: MKF1120 and MKF2111)
- MKX3445 D/D International retailing (Prerequisites: MKF1120 and MKX1500)
- MKX3481 D/E Marketing channels (Prerequisite: MKF1120)
- MKX3541 D/Winter China study program in marketing (Prerequisite: by permission)
- MKX3621 D/D Advertising management (Prerequisite: MKF3461)
- MKX3631 D/D Advertising campaigns (Prerequisite: MKX3621)

Human Resource Management Major

Students MUST complete all 6 compulsory major units:
- MGF1010 D/D Introduction to management (also completed in the common core)
Econometrics Major

Students MUST complete two of the following three units:

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

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

- ETF2480 D_/D Business modelling (Prerequisite: ETX1100)
- ETF2700 D_/D Mathematics for business (Prerequisite: ETX1100)
- ETF3200 D/D Quantitative business analysis (Prerequisite: ETF2100)
- ETF3300 D_/E Quantitative methods for financial markets (Prerequisite: ETF2100, ETX2111 or ETX2121)
- ETF3480 D__/D Optimisation for managers (Prerequisite: ETF2480)
- ETF3500 D__/D Survey data analysis (Prerequisite: ETX2111, ETX2121, MKF2121 or ETF2100)
- ETF3600 D__/D Quantitative models for business research (Prerequisite: ETF2100)
- ETX3231 D__/D Business forecasting (Prerequisite: ETX2111, ETX2121, ETF2100)

Business Law Major

Students MUST complete 3 compulsory major units:

- BTF1010 D/D Commercial law (also completed in the common core)
- BTF2220 D/D Corporation law (Prerequisite: BTF1010)
- BTX3900 D/D Research project in business law and taxation (Prerequisite: permission required)

Students MUST complete an additional 5 major units from the following list:

- BTF2223 D_/D Corporate crime (Prerequisite: BTF1010)
- BTF2601 D_/D Banking law (Prerequisite: BTF1010)
- BTF2991 D_/D Employment law (Prerequisite: BTF1010)
- BTF3091 Stock exchange and derivatives law (Prerequisite: must have passed 4 units) – not offered in 2012
- BTF3100 D_/D Environmental law for business
- BTF3181 D_/D Marketing law (Prerequisite: BTF1010)
- BTF3201 D_/D International trade law (Prerequisite: BTF1010)
- BTF3931 D/D Taxation law (Prerequisite: BTF1010)

Management Major Units

Students MUST complete all 6 compulsory major units:

- MGF1010 D/D Introduction to management (also completed in the common core)
- MGF1100 D/D Managerial communication
- MGF2111 D/E Organisational behaviour (Prerequisite: MGF1010 recommended)
- MGF2351 D/D International business (Prerequisite: MGF1010 recommended)
- MGF3401 D/D Strategic management (Prerequisite: MGF1010)
- MGF3621 D/E Organisational change (Prerequisite: MGF1010)

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

- MGF2341 E/D Managing employee relations
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>MGF2511</td>
<td>Managing quality, innovation and knowledge</td>
</tr>
<tr>
<td>MGF2661</td>
<td>Human resource management (Prerequisite: MGF1010)</td>
</tr>
<tr>
<td>MGF3361</td>
<td>Performance management (Prerequisite: MGF2661)</td>
</tr>
<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, 72 credit points)</td>
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<tr>
<td>MGX3991</td>
<td>Leadership principles and practices (Prerequisite: MGF1010 recommended)</td>
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**Psychology Major**

Students MUST complete all 9 compulsory psychology units:

<table>
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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- Corequisite PSY2051)</td>
</tr>
<tr>
<td>PSY2042</td>
<td>Cognitive and social psychology (Prerequisite: PSY1011 and PSY1022 – Corequisite: PSY2051)</td>
</tr>
<tr>
<td>PSY2051</td>
<td>Research design and analysis (Prerequisite: PSY1011 and PSY1022)</td>
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<tr>
<td>PSY3032</td>
<td>Abnormal psychology (Prerequisite: PSY2031)</td>
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<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>
</tr>
<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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*Student MUST complete one unit from the following list:*

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>PSY2112</td>
<td>Organisational psychology (Prerequisite: completion of 48cpts of any degree)</td>
</tr>
<tr>
<td>PSY3120</td>
<td>Introduction to counselling (Prerequisite: 12 cpts of level 2 Psychology) – not offered in 2012</td>
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<tr>
<td>PSY3130</td>
<td>Health psychology (Corequisite: PSY2031) – not offered in 2012</td>
</tr>
<tr>
<td>PSY3150</td>
<td>Contemporary social psychology (Prerequisite: PSY2042) – not offered in 2012</td>
</tr>
<tr>
<td>PSY3160</td>
<td>Psychology of language (Prerequisite: PSY2051) – not offered in 2012</td>
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<tr>
<td>PSY3170</td>
<td>Decision making in professional settings – not offered in 2012</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: [http://www.buseco.monash.edu.au/esg/cds/publications/professional-recognition.html](http://www.buseco.monash.edu.au/esg/cds/publications/professional-recognition.html)

*Units required for associate membership of and entry to the CPA Program of CPA Australia:*

AFF1000, AFF1121, AFF2391, AFF2491, AFF2631, AFF2851, AFF3431, AFF3491, AFF3631, 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.


*Every effort has been made to ensure that the information provided is correct at the time of publication. June 2012.*