COMMERCE & ECONOMICS SPECIALISATIONS

The Faculty of Business and Economics, Clayton Campus offers the following specialisations;

- Accounting
- Actuarial studies
- Business law and taxation
- Business modelling
- Econometrics and business statistics
- Economics
- Finance
- Finance and insurance mathematics
- Human resource management
- International commerce
- Management
- Marketing
- Sustainability

IMPORTANT: This handout is to be used as a guide only, and while every care has been taken to ensure that the information provided is accurate, it is strongly recommended that students refer to the Monash University Undergraduate Handbook at http://www.monash.edu.au/pubs/2011handbooks/undergrad/to ensure that all pre-requisites and requirements are met.

Each unit code is made up of three letters and four numbers: the letters refer to the discipline, i.e.

- AFC – Accounting and Finance
- BTC – Business law and taxation
- ECC – Economics
- ETC – Econometrics and business statistic
- MGC – Management
- MKC - Marketing

and the first number indicates year level, e.g. MGC1010 is a Management first year level unit, MKC2100 is a Marketing second year level unit and AFC3160 is an Accounting and Finance unit at third year level.

"Prerequisite" units must have been completed successfully prior to undertaking the unit for which they are listed. "Corequisite" units either must have been completed previously or may be taken concurrently in the same semester. 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. It is the student’s responsibility to ensure these requirements are met.

For students commencing 2012
**Actuarial studies**

(a) The following three units:

- **ETC1010** Data modelling and computing (Semester 1 and 2)
  - Prerequisite: ETC1000
- **ETC2430** Acturial studies (Semester 2 only)
  - Prerequisite: ETC1000 and ETC1010
- **ETC2520** Probability and statistical inference for economics and business (Semester 2 only)
  - Prerequisite: ETC1000

(b) Five units from the following list:

- **AFC2000** Financial institutions and markets (Semester 1 and 2)
  - Prerequisite: nil
- **AFC2140** Corporate finance (Semester 1 and 2)
  - Prerequisite: nil
- **AFC2340** Debt markets and fixed income securities (Semester 1 only)
  - Prerequisite: AFC2000, AFC1110 or AFC2100
- **ETC3420** Bayesian modelling and risk analysis (Semester 2 only)
  - Prerequisite: ETC2520
- **ETC3460** Financial econometrics (Semester 1 only)
  - Prerequisite: Students must have passed one of the following units: AFC1100, AFC2000, AFC2100, AFC2140 and also one from the following: ECC2410, ETC2410, ETC3440, ETC4344, ETX9344 or be granted permission, before undertaking this unit.

<table>
<thead>
<tr>
<th>ETC3510</th>
<th>Modelling in finance and insurance (Semester 1 only)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Prerequisite: ETC2440. ETC2520 is highly recommended.</td>
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</tbody>
</table>

OR

<table>
<thead>
<tr>
<th>MTH3251</th>
<th>Financial mathematics (Semester 1 only)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Prerequisite: One of MTH2010, MTH2032, or MTH2222. MTH2222 is highly recommended.</td>
</tr>
</tbody>
</table>

- **ETC3530** Contingencies in insurance and pensions (Semester 2 only)
  - Prerequisite: ETC2430 or ETC2430
- **MTH3241** Random processes in the sciences and engineering (Semester 1 only)
  - Prerequisite: One of MTH2010, MTH2015, MTH2032, MTH2222, or ETC2520. One of MTH2222 or ETC2520 is highly recommended.
Business law and taxation
The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following unit three units:
   BTC1110 Business law (Semester 1 and 2)
       Prerequisite: nil
   BTC2210 Australian company law (Semester 1 and 2)
       Prerequisite: BTC1110
   BTXC3900 Research project in business law or taxation (Semester 1 and 2)
       Prerequisite: Students must receive permission before undertaking this unit.

(b) Five units from the following list:
   BTC2190 International trade law (Semester 1 only)
       Prerequisite: BTC1110
   BTC2720 Workplace law (Semester 2 only)
       Prerequisite: BTC1110
   BTC3100 Sustainability and the law (Semester 2 only)
       Prerequisite: nil
   BTC3130 Stock exchange and derivatives law (not offered in 2012)
       Prerequisite: nil
   BTC3150 Taxation law (Semester 1 and 2)
       Prerequisite: BTC1110
   BTC3200 Finance law (Semester 1 only)
       Prerequisite: BTC1110
   BTC3300 Marketing law (Semester 1 only)
       Prerequisite: BTC1110
Business Modelling
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b):
The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following five units:

- **ETC1010** Data modelling and computing (Semester 1 and 2)
  Prerequisite: ETC1000
- **ETC2440** Mathematics for economics and business (Semester 1 only)
  Prerequisite: ETC1000
- **ETC2470** Applied business modelling (not offered in 2012)
  Prerequisite: ETC1000
- **ETC2480** Business modelling methods (Semester 1 only)
  Prerequisite: ETC1000
- **ETC3490** Business simulation (Semester 2 only)
  Prerequisite: ETC2470 or ETC2480

(b) Three units from the following list:

<table>
<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Semester</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>AFC3540</td>
<td>Modelling in finance</td>
<td>Semester 1 only</td>
<td>One of the following units: AFC2140, AFC2240, AFC2340</td>
</tr>
<tr>
<td>OR</td>
<td>FIT3051 Decision support systems for finance</td>
<td>Semester 1 only</td>
<td>Prerequisite: Completion of 24 points of FIT units at Level 1</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Code</th>
<th>Course Name</th>
<th>Semester</th>
<th>Prerequisite</th>
</tr>
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<tbody>
<tr>
<td>ETC2410/ETC3440</td>
<td>Introductory econometrics (Semester 1 and 2)</td>
<td></td>
<td>ETC1000</td>
</tr>
<tr>
<td>ECC3860/ETC3860</td>
<td>Integrated economic modelling (Semester 2 only)</td>
<td></td>
<td>ETC1000</td>
</tr>
<tr>
<td>ETC2450</td>
<td>Applied forecasting for business and economics (Semester 1 only)</td>
<td></td>
<td>ETC1000</td>
</tr>
<tr>
<td>FIT1002</td>
<td>Computer programming (Semester 1 and 2)</td>
<td></td>
<td>nil</td>
</tr>
<tr>
<td>FIT3003</td>
<td>Business intelligence and data warehousing (Semester 2 only)</td>
<td></td>
<td>One of FIT1004, FIT2010, FIT1013, BUS1010, BUS3112, CSE2316/3316</td>
</tr>
<tr>
<td>FIT3022</td>
<td>Intelligent decision support systems (Semester 1 only)</td>
<td></td>
<td>One of FIT1006, BUS1100, ETC1000, STA1010 and 24 points at Level 1</td>
</tr>
</tbody>
</table>
Accounting
Completion of at least eight (8) of the following specialisation units:

**AFC1000** Principles of accounting and finance (Semester 1 and 2)
  Prerequisite: nil
**AFC1030** Introduction to financial accounting (Semester 1 and 2)
  Prerequisite: One of AFC1000, AFC1021 or AFC1022
**AFC2120** Financial accounting (Semester 1 and 2)
  Prerequisite: AFC1000 and AFC1030
**AFC2131** Cost information for decision making (Semester 1 and 2)
  Prerequisite: AFC1030
**AFC2140** Corporate finance (Semester 1 and 2)
  Prerequisite: nil
**AFC3120** Advanced financial accounting (Semester 1 and 2)
  Prerequisite: AFC2120
**AFC3131** Performance measurement and control (Semester 1 and 2)
  Prerequisite: AFC2131
**AFC3160** Auditing and assurance (Semester 1 and 2)
  Prerequisite: AFC2120

If completing CPA requirements, the following units should be included in the course map:

**BTC2210** Australian company law (Semester 1 and 2)
  Prerequisite: BTC1110
**BTC3150** Taxation law (Semester 1 and 2)
  Prerequisite: BTC1110
## Finance
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b) + (c):
The major requires completion of at least two units (12 points) at each of second and third-year levels.

<table>
<thead>
<tr>
<th>Category</th>
<th>Units</th>
</tr>
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</table>
| **(a)** The following three units | AFC1000 Principles of accounting and finance (Semester 1 and 2)  
Prerequisite: nil  
AFC2140 Corporate finance (Semester 1 and 2)  
Prerequisite: nil  
AFC3140 Advanced corporate finance (Semester 1 and 2)  
Prerequisite: AFC2140 |
| **(b)** Two units from the following | AFC2000 Financial institutions and markets (Semester 1 and 2)  
Prerequisite: nil  
AFC2240 Equities and investment analysis (Semester 1 and 2)  
Prerequisite: AFC2140 or AFC1110/2100  
AFC2340 Debt markets and fixed income securities (Semester 1 only)  
Prerequisite: AFC2000, AFC1110 /2100  
AFC3170 Management of financial intermediaries (Semester 1 only)  
Prerequisite: AFC2140  
AFC3230 Financial analysis and valuation (Semester 1 and 2)  
Prerequisite: AFC2140  
AFC3240 International finance (Semester 1 and 2)  
Prerequisite: AFC2140  
AFX3871 International study program in banking and finance (Summer A only)  
Prerequisite: AFC2140  
AFC3340 Options, financial futures and other derivatives (Semester 2 only)  
Prerequisite: AFC2140  
AFC3440 Pension and financial planning (Semester 2 only)  
Prerequisite: AFC2240  
AFC3540 Modelling in finance (Semester 1 only)  
Prerequisite: One of the following units: AFC2140, AFC2240, AFC2340  
AFX3355 Property investment (Semester 1 and 2)  
Prerequisite: AFC2140 |
| **(c)** Three units from the following or units from (b) not completed | BTC3130 Stock exchange and derivatives law (Not offered in 2012)  
Prerequisite: nil  
BTC3200 Finance law (Semester 1 only)  
Prerequisite: BTC1110  
ECC1100 Principles of macroeconomics (Semester 1 and 2)  
Prerequisite: ECC1000 is recommended  
ECC2300 Current issues in macroeconomic policy (Semester 2 only)  
Prerequisite: ECC1000 and ECC1100  
ECC3660 Monetary economics (Semester 1 only)  
Prerequisite: ECC2000 and ETC2010  
ETC3440 Introductory econometrics (Semester 1 and 2)  
Prerequisite: ETC1000  
ETC2430 Actuarial statistics (Semester 2 only)  
Prerequisite: ETC1000 and ETC1010  
ETC3460 Financial econometrics (Semester 1 only)  
Prerequisite: Must have passed one of the following units: AFC1100, AFC2000, AFC2100, AFC2140 and also one from the following: ECC2410, ETC2410, ETC3440 |
Financial and insurance mathematics
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b) + (c):
The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following five units:
   ETC2410 Introductory econometrics (Semester 1 and 2)
   Prerequisite: ETC1000
   ETC2520 Probability and statistical inference for economics and business (Semester 2 only)
   Prerequisite: ETC1000
   ETC2440 Mathematics for economics and business (Semester 1 only)
   Prerequisite: ETC1000
   ETC3510 Modelling in finance and insurance (Semester 1 only)
   Prerequisite: ETC2440. It is also highly recommended that students complete ETC2520 before undertaking this unit
   MTH3241 Random processes in the sciences and engineering (Semester 1 only)
   Prerequisite: One of MTH2010, MTH2015, MTH2032, MTH2222 or ETC2520. One of MTH2222 or ETC2520 is highly recommended.

(b) The following two units:

<table>
<thead>
<tr>
<th>Unit</th>
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<tbody>
<tr>
<td>MTH1020 Analysis of change (Semester 1 and 2)</td>
<td>Prerequisite: MTH1010 or VCE Mathematical Methods units 3 and 4 (with an average grade of C or above in the written examination components)</td>
</tr>
<tr>
<td>MTH1030 Techniques for modelling (Semester 1 and 2)</td>
<td>Prerequisite: MTH1020 or VCE Mathematical Methods units 3 and 4 (with an average grade of B or above in the written examination components)</td>
</tr>
</tbody>
</table>

OR

If VCE Specialist Mathematics units 3 and 4 (with an average grade of B or above in the written examination components) have been completed:

<table>
<thead>
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<tr>
<td>MTH1030 Techniques for modelling (Semester 1 and 2)</td>
<td>Prerequisite: MTH1020 or VCE Mathematical Methods units 3 and 4 (with an average grade of B or above in the written examination components)</td>
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and one of the following:

<table>
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<tr>
<td>MTH2032 Differential equations with modelling (Semester 2 only)</td>
<td>Prerequisite: MTH1030, MTH1035 or MTH1085</td>
</tr>
<tr>
<td>MTH2140 Real analysis (Semester 1 only)</td>
<td>Prerequisite: MTH1030 or MTH1035</td>
</tr>
</tbody>
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(c) One unit from the following list:

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<tr>
<td>ETC3420 Bayesian modelling and risk analysis (Semester 2 only)</td>
<td>Prerequisite: ETC2520</td>
</tr>
<tr>
<td>ETC3530 Contingencies in insurance and pensions (Semester 2 only)</td>
<td>Prerequisite: AFC2340 or ETC2430</td>
</tr>
</tbody>
</table>
Econometrics and business statistics

Completion of at least eight (8) Econometrics and Business Statistics, Clayton Campus units

The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following two units:

ETC1000 Business and economic statistics
(Semester 1 and 2)
Prerequisite: nil

ETC2410 Introductory econometrics
(Semester 1 and 2)
Prerequisite: ETC1000

(b) Two units from the list below:

ETC3400 Principles of econometrics
(Semester 2 only)
Prerequisite: Students must have passed ETC2400, ECC2410, ETC2410 or ETC3440

ETC3410 Applied econometrics (Sem 1 only)
Prerequisite: Students must have passed one of the following before undertaking this unit ECC2410, ETC2400, ETC2410, ETC3440.

ETC3450 Time series analysis for business and economics (Semester 2 only)
Prerequisite: ETC2410 or ECC2410

ETC3460 Financial econometrics (Sem 1 only)
Prerequisite: Students must have passed one of the following units: AFC1100, AFC2000, AFC2100, AFC2140 and also one from the following: ECC2410, ETC2410 or ETC3440.

(c) Four units from the list below and from (b) not previously completed:

ECC2000 Intermediate microeconomics
(Semester 1 and 2)
Prerequisite: ECC1000

ECC2010 Intermediate macroeconomics
(Semester 1 and 2)
Prerequisite: ECC1100

ECC3840 Mathematical economics (Sem 2)
Prerequisite: ECC2000

ETC1010 Data modeling and computing
(Semester 1 and 2)
Prerequisite: ETC1000

Continuation from (c)

ETC2430 Actuarial statistics (Semester 2 only)
Prerequisite: ETC1000 and ETC1010

ETC2440 Mathematics for economics and business (Semester 1 only)
Prerequisite: ETC1000

ETC2450 Applied forecasting for business and economics (Semester 1 only)
Prerequisite: ETC1000

ETC2470 Applied business modelling
(Not offered in 2012)

ETC2480 Business modelling methods
(Semester 1 only)
Prerequisite: ETC1000

ETC2500 Marketing research analysis
(Semester 1 only)
Prerequisite: ETC1000

ETC2520 Probability and statistical inference for economics and business (Sem 2)
Prerequisite: ETC1000

ETC3420 Bayesian modelling and risk analysis
(Semester 2 only)
Prerequisite: ETC2520

ETC3490 Business simulation
(Semester 2 only)
Prerequisite: ETC2470 or ETC2480

ETC3500 Survey data analysis
(Semester 2 only)
Prerequisite: ETC2410, ETC2410, ETC2500, ETC3440 or MKC2500

ETC3510 Modelling in finance and insurance
(Semester 1 only)
Prerequisite: ETC2440. ETC2520 is highly recommended.

ETC3530 Contingencies in insurance & pensions
(Semester 2 only)
Prerequisite: AFC2340 or ETC2430

ETC3860 Integrated economic modelling
(Semester 2 only)
Prerequisite: ETC1000
Economics
Completion of at least eight (8) Economics, Clayton Campus units.
At least two (2) units must be completed at second year level and at least two (2) units must
be completed at third year level.

(a) The following four units:
  ECC1000 Principles of microeconomics
  (Semester 1 and 2)
    Prerequisite: nil
  ECC1100 Principles of macroeconomics
  (Semester 1 and 2)
    Prerequisite: ECC1000 is recommended
  ECC2000 Intermediate microeconomics
  (Semester 1 and 2)
    Prerequisite: ECC1000
  ECC2010 Intermediate macroeconomics
  (Semester 1 and 2)
    Prerequisite: ECC1100

(b) Two units from the list below:
  ECC3660 Monetary economics (Sem 1 only)
    Prerequisite: ECC2000 and ECC2010
  ECC3670 Economics of developing countries
  (Semester 1 only)
    Prerequisite: ECC2000
  ECC3690 International economics (Sem 2)
    Prerequisite: ECC2000 and ECC2010
  ECC3810 Public finance (Semester 1 only)
    Prerequisite: ECC2000
  ECC3830 Industrial organisation and regulation (Semester 1 only)
    Prerequisite: ECC1000, ECC1100 and ECC2000

(c) Two units from below and from (b) not previously completed
  ECC2300 Current issues in macroeconomic policy (Semester 2 only)
    Prerequisite: ECC1000 and ECC1100
  ECC2360 Environmental economics
  (Semester 2 only)
    Prerequisite: ECC1000

continuation from (c)

ECC2400 Current issues in applied microeconomics (Semester 2 only)
    Prerequisite: ECC1000
ECC2450 Sports economics (Semester 2 only)
    Prerequisite: ECC1000
ECC2600 Behaviour, rationality and organisation (Semester 2 only)
    Prerequisite: ECC1000
ECC2700 Health economics (Sem 1 only)
    Prerequisite: ECC1000
ECC2800 Prosperity, poverty & sustainability in a globalised world (Sem 1 only)
    Prerequisite: nil
ECC3640 Economics of climate change (Semester 1 only)
    Prerequisite: ECC1000. It is recommended that students complete ECC1100
ECC3650 Applied general equilibrium economics (Semester 1 only)
    Prerequisite: ECC2000 and ECC2010
ECC3710 Labour economics (Semester 2 only)
    Prerequisite: ECC2000 and ECC2010
ECC3800 History of economic thought (Semester 2 only)
    Prerequisite: ECC2000 and ECC2010
ECC3840 Mathematical economics (Sem 2 only)
    Prerequisite: ECC2000
ECC3860 Integrated economic modeling (Semester 2 only)
    Prerequisite: ETC1000
ETC2410 Introductory econometrics (Semester 1 and 2)
    Prerequisite: ETC1000
ETC2440 Mathematics for economics and business (Semester 1 only)
    Prerequisite: ETC1000
ETC3410 Applied econometrics (Sem 1 only)
    Prerequisite: One of the following: ECC2410, ETC2400, ETC2410, ETC3440
Human Resource Management
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b):

(a) Six units from the following list:
   - MGC1010 Introduction to management (Semester 1 and 2)
     Prerequisite: nil
   - MGC1020 Organisations: contexts and strategies (Semester 1 and 2)
     Prerequisite: nil
   - MGC2230 Organisational behaviour (Semester 1 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - MGC2410 Industrial relations (Semester 1 only)
     Prerequisite: nil
   - MGC2420 Employee relations (Semester 2 only)
     Prerequisite: nil
   - MGC2430 Human resource management (Semester 1 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - MGC2440 Human resource development (Semester 1 only)
     Prerequisite: MGC2430
   - OR
   - MGC2450 International human resource management (Semester 2 only)
     Prerequisite: MGC2430
   - OR
   - MGX3441 Human resource strategy (Semester 2 only)
     Prerequisite: MGC2430

(b) Two units from the following or units from (a) not previously completed:
   - BTC2720 Workplace law (Semester 2 only)
     Prerequisite: BTC1110
   - ECC3710 Labour economics (Semester 2 only)
     Prerequisite: ECC2000 and ECC2010 or equivalent
   - MGC3130 The management of change (Semester 2 only)
     Prerequisite: MGC1010
   - MGC3250 Management in small firms (Semester 2 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - MGC3450 Managing conflict (Semester 2 only)
     Prerequisite: nil
   - MGC3510 Management of technology (Not offered in 2012)
     Prerequisite: nil
   - MGX3100 Management ethics and corporate governance (Semester 1 only)
     Prerequisite: Completion of 12 units (72 credit points) of study
   - MGX3991 Leadership principles and practices (Semester 1 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - MKC3120 Marketing implementation (Semester 2 only)
     Prerequisite: MKC2210 and MKC3130
International commerce
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b)+ (c):
The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following two units:
   - **AFC1030** Introduction to financial accounting (Semester 1 and 2)
     Prerequisite: One of AFC1000, AFC1021 or AFC1022
   - **ECC1100** Principles of macroeconomics (Semester 1 and 2)
     Prerequisite: ECC1000 is recommended

(b) At least one unit from the following:
   - **MGC3120** International management (Semester 1 only)
     Prerequisite: MGC1010
   - **MKC3220** International marketing (Semester 2 only)
     Prerequisite: MKC1200

(c) Five units from the following list or from (b) not previously completed:
   - **AFC2120** Financial accounting (Semester 1 and 2)
     Prerequisite: AFC1000 and AFC1030
   - **AFC2140** Corporate Finance (Semester 1 and 2)
     Prerequisite: nil
   - **AFC3160** Auditing and assurance (Semester 1 and 2)
     Prerequisite: AFC2120
   - **AFC3240** International finance (Semester 1 and 2)
     Prerequisite: AFC2140
   - **AFX3871** International study program in banking and finance (Summer A only)
     Prerequisite: AFC2140
   - **BTC2190** International trade law (Semester 1 only)
     Prerequisite: BTC1110 or BTC2110
   - **ECC2000**/ETC2000 Intermediate microeconomics (Semester 1 and 2)
     Prerequisite: ECC1000 or permission
   - **ECC2010**/ETC2110 Intermediate macroeconomics (Semester 1 and 2)
     Prerequisite: ECC1100
   - **ECC2300** Current issues in macroeconomic policy (Semester 2 only)
     Prerequisite: ECC1000 and ECC1100
   - **ECC3690** International economics (Semester 2 only)
     Prerequisite: ECC2000 and ECC2010 or equivalent
   - **ECC2410**/ETC2410/ETC3440 Introductory econometrics (Semester 1 and 2)
     Prerequisite: ETC1000
   - **MGC2120** Managing international business (Semester 2 only)
     Prerequisite: MGC1010
   - **MGC2130** Asian management (Semester 2 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - **MGC2430** Human resource management (Semester 1 only)
     Prerequisite: Recommended to complete MGC1010 before undertaking this unit
   - **MGC3430** International human resource management (Semester 2 only)
     Prerequisite: MGC2430
Management
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b):
The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following four units
- **MGC1010** Introduction to management (Semester 1 and 2)
  Prerequisite: nil
- **MGC1020** Organisations; contexts and strategies (Semester 1 and 2)
  Prerequisite: nil
- **MGC2230** Organisational behaviour (Semester 1 only)
  Prerequisite: Recommended to complete MGC1010 before undertaking this unit
- **MGC3110** Strategic management (Semester 1 only)
  Prerequisite: MGC2110

(b) Four units from any of the streams listed below:

<table>
<thead>
<tr>
<th>International Management</th>
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<tbody>
<tr>
<td><strong>MGC2120</strong> Managing international business (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC1010</td>
</tr>
<tr>
<td><strong>MGC2130</strong> Asian management (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: Recommended to complete MGC1010 before undertaking this unit</td>
</tr>
<tr>
<td><strong>MGC3120</strong> International management (Semester 1 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC1010</td>
</tr>
<tr>
<td><strong>MGC3430</strong> International human resource management (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC2430</td>
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<tr>
<th>Managing Contexts</th>
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<tbody>
<tr>
<td><strong>MGC2310</strong> Public management (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: nil</td>
</tr>
<tr>
<td><strong>MGC2320</strong> Business and government (Not offered in 2012)</td>
</tr>
<tr>
<td>Prerequisite: nil</td>
</tr>
<tr>
<td><strong>MGC3250</strong> Management in small firms (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: Recommended to complete MGC1010 before undertaking this unit</td>
</tr>
<tr>
<td><strong>MGC3130</strong> The management of change (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC1010</td>
</tr>
<tr>
<td><strong>MGX3100</strong> Management ethics and corporate governance (Semester 1 only)</td>
</tr>
<tr>
<td>Prerequisite: Completion of 12 units (72cp) of studies</td>
</tr>
<tr>
<td><strong>MGX3991</strong> Leadership principles and practices (Semester 1 only)</td>
</tr>
<tr>
<td>Prerequisite: Recommended to complete MGC1010 before undertaking this unit</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Human Resource Management:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MGC2430</strong> Human resource management (Semester 1 only)</td>
</tr>
<tr>
<td>Prerequisite: Recommended to complete MGC1010 before undertaking this unit</td>
</tr>
<tr>
<td><strong>MGC2420</strong> Employee relations (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: nil</td>
</tr>
<tr>
<td><strong>MGC3430</strong> International human resource management (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC2430</td>
</tr>
<tr>
<td><strong>MGC3420</strong> Human resource development (Semester 1 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC2430</td>
</tr>
<tr>
<td><strong>MGC3450</strong> Managing conflict (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: nil</td>
</tr>
<tr>
<td><strong>MGX3441</strong> Human resource strategy (Semester 2 only)</td>
</tr>
<tr>
<td>Prerequisite: MGC2430</td>
</tr>
</tbody>
</table>

*Note: The streams reflect a diversity of disciplines that underpin management thought, and develop in students a sound understanding of current organisational issues and perspectives in a variety of contexts. Streams will not be detailed on the student transcript or testamur.*

Updated Oct 2011
**Marketing**
Completion of at least eight (8) Marketing, Clayton Campus units. The major requires completion of at least two units (12 points) at each of second and third-year levels. Students may also have MKX units counted towards this specialisation provided they have been completed on the Clayton Campus.

**Eight units from the following list:**
- **MKC1200** Principles of marketing (Semester 1 and 2)  
  Prerequisite: nil
- **MKC2110** Buyer behaviour in marketing (Semester 1 and 2)  
  Prerequisite: MKC1200
- **MKC2130** Marketing decision analysis (Semester 2 only)  
  Prerequisite: MKC1200 and ETC1000
- **MKC2210** Marketing management (Semester 2 only)  
  Prerequisite: Completion of 48 credit points including MKC1200 and one other marketing unit
- **MKC2500** Marketing research analysis (Semester 1 only)  
  Prerequisite: MKC1200 and ETC1000
- **MKX2300** Professional services marketing (Not offered in 2012)  
  Prerequisite: nil
- **MKX2521** Brand management (Semester 1 only)  
  Prerequisite: MKC1200
- **MKX2531** Not for profit marketing (Semester 1 only)  
  Prerequisite: MKC1200
- **MKC3120** Marketing implementation (Semester 2 only)  
  Prerequisite: MKC2120 and MKC3130
- **MKC3130** Strategic issues in marketing (Semester 1 only)  
  Prerequisite: MKC2210
- **MKC3220** International marketing (Semester 2 only)  
  Prerequisite: MKC1200
- **MKC3300** Marketing law (Semester 1 only)  
  Prerequisite: MKC1200 and BTC1110
- **MKC3460** Integrated marketing communication (Semester 1 only)  
  Prerequisite: MKC2110
- **MKC3500** Survey data analysis (Semester 2 only)  
  Prerequisite: One of ETC2400, ETC2410, ETC2430, ETC2450, ETC2500/MKC2500
- **MKX3481** Marketing channels (Semester 1 only)  
  Prerequisite: MKC1200
- **MKX3631** Marketing internship (Semester 1 and 2)  
  Prerequisite: Approval to enrol in this unit will only be given after consultation with the unit leader. Normally students will be required to be in the final year of their degree, and preferably in their final semester.
**Sustainability**
Completion of at least eight (8) of the specialisation units from the following categories (a) + (b) + (c): The major requires completion of at least two units (12 points) at each of second and third-year levels.

(a) The following six units:
- **ATS1309** The global challenge (Semester 2 only)
  Prerequisite: nil
- **ATS2547/ATS3547** Cities and sustainability (Semester 1 only)
  Prerequisite: First year sequence in geography or permission
- **ECC1000** Principles of microeconomics (Sem 1 & 2)
  Prerequisite: nil
- **ECC2800** Prosperity, poverty & sustainability in a globalised world (Semester 1 only)
  Prerequisite: nil
- **ECC2360** Environmental economics (Semester 2 only)
  Prerequisite: ECC1000
- **MGC2950** Managing for sustainability (Semester 2 only)
  Prerequisite: nil

(b) At least one unit from the following list:
- **BTC3100** Sustainability & the law (Semester 2 only)
  Prerequisite: nil
- **ECC3640** Economics of climate change (Semester 1 only)
  Prerequisite: ECC1000. It is recommended that students complete ECC1100
- **ECC3860/ETC3860** Integrated economic modelling (Semester 2 only)
  Prerequisite: ETC1000

(c) One from the following:
- **MKC2531** Not for profit marketing
  Prerequisite: MKC1200
- OR from (b) not completed
- OR Faculty of Arts - Sustainability, environment and society
World Wide Web Sites

The Internet is a fantastic resource for university students, not only for study purposes, but also for administrative reasons. The following sites should be of interest to students enrolled in the Business and Economics Faculty:

**Monash University Homepage**
http://www.monash.edu.au/

**Business and Economics Faculty Office Homepage**
http://www.buseco.monash.edu.au/

**Business and Economics Faculty Student Homepage**
http://www.buseco.monash.edu.au/student/

**University Handbook**

**Faculty QManual — provides academic / study tips**

**Exam Timetable and Results**
http://www.monash.edu.au/exams

**Lecture Timetable**
https://mutts.monash.edu.au/MUTTS/

**Monash University Student Homepage**

**Monash University Library Homepage**
http://www.lib.monash.edu.au/

**Language and Learning Online Assistance**

**Health, Wellbeing and Development Student Advice**
http://www.hub.monash.edu.au

**Careers**

OR Request an appointment online: