Transitional arrangements for continuing students in existing majors (pre-2018 commencing students)

- Accounting
- Banking
- Business Analytics
- Business Information Systems
- Commercial Law
- Finance
- Industrial Relations and Human Resource Management
- International Business
- Management
- Marketing
**Accounting**

For the award of a major in Accounting, students must complete:

(1) 18 credit points in junior prerequisite units of study, as follows:

- BUSS1020 Quantitative Business Analysis; (OR ECMT1010 Introduction to Economic Statistics) +
- BUSS1030 Accounting, Business and Society
- ACCT1006 Accounting and Financial Management.

+ Students enrolled in the Bachelor of Commerce and combined degrees (administered by the Business School) MUST complete BUSS1020 as it is a core unit for these programs.

(2) 36 credit points in senior units of study, comprising:

(i) 12 credit points in compulsory units of study, as follows:

- ACCT2011 Financial Accounting A
- ACCT2012 Management Accounting A.

(ii) 24 credit points in elective units of study selected from the following:

- ACCT3011 Financial Accounting B
- ACCT3012 Management Accounting B
- ACCT3013 Financial Statement Analysis
- ACCT3014 Auditing and Assurance OR ACCT3600 Auditing and Accounting in Practice
- ACCT3015 Accounting Theory
- ACCT3016 Accounting for Sustainability
- ACCT3031 International Corporate Governance
- ACCT3032 Current Issues in Management Accounting
- CLAW2201 Corporations Law.*

* CLAW2201 will be offered for the last time in 2018.
Banking

For the award of a major in Banking, students must complete:

(1) 18 credit points in junior prerequisite units of study, as follows:

- BUSS1020 Quantitative Business Analysis; OR ECMT1010 Introduction to Economic Statistics +
- BUSS1030 Accounting, Business and Society
- BUSS1040 Economics for Business Decision Making; OR ECON1001 Introductory Microeconomics; OR ECON1002 Introductory Macroeconomics ^

+ Students enrolled in the Bachelor of Commerce and combined degrees (administered by the Business School) MUST complete BUSS1020 as it is a core unit for these programs.

^ Students enrolled in the Bachelor of Commerce and combined degrees MUST complete BUSS1040 as it is a core unit for these programs.

(2) 36 credit points in senior units of study, comprising:

(i) 18 credit points in compulsory units of study, as follows:

- FINC2011 Corporate Finance I
- BANK2011 Banking and the Financial System; OR ECOS2004 Money and Banking +
- BANK3011 Bank Financial Management

+ Students enrolled in the Bachelor of Commerce and related combined degrees or the Bachelor of Commerce (Liberal Studies) MUST complete BANK2011 as their compulsory unit for this major.

(ii) 18 credit points in elective units of study selected from the following:

- BANK3012 Bank Regulation and Supervision
- BANK3013 International Banking Management
- BANK3014 Private and Investment Banking
- BANK3015 Contemporary Commercial Banking
- BANK3600 Banking in Practice
- CLAW2204 Banking and Finance Law OR CLAW3210 Banking and Finance Law
- ECOS3010 Monetary Economics.
Business Analytics

For the award of a major in Business Analytics, students complete:

(1) six credit points of junior prerequisite unit of study, as follows:

- BUS1020 Quantitative Business Analysis; (OR ECMT1010 Introduction to Economic Statistics) +
+ Students enrolled in the Bachelor of Commerce and combined degrees (administered by the Business School) MUST complete BUS1020 as the prerequisite for this major (as it is a core unit for these programs).

Note. QBUS1040 Foundations of Business Analytics will be required as a prerequisite for this major from 2019.

(2) 36 credit points in senior units of study, comprising:

(i) 12 credit points in compulsory units of study, as follows:

- QBUS2310 Management Science
- QBUS2810 Statistical Modelling for Business.

(ii) 24 credit points in elective units of study (with a minimum of 12 credit points at a 3000-level) selected from the following:

- QBUS2320 Methods of Decision Analysis OR QBUS3330 Methods of Decision Analysis *
- QBUS2330 Operations Management OR QBUS3340 Operations Management *
- QBUS2350 Project Planning and Management OR QBUS3350 Project Planning and Management *
- QBUS2820 Predictive Analytics
- QBUS2830 Actuarial Data Analytics
- QBUS3310 Advanced Management Science
- QBUS3600 Business Analytics in Practice
- QBUS3810 Actuarial Risk Analytics
- QBUS3820 Machine Learning and Data Mining
- QBUS3830 Advanced Analytics
- QBUS3840 Choice Modelling
- QBUS3850 Time Series and Forecasting.

* QBUS2320, QBUS2330 and QBUS2350 will not be offered from 2018 and will be replaced by the unit indicated.
For the award of a major in Business Information Systems, students complete:

1. a six-credit point junior prerequisite unit of study, as follows:
   - INFS1000 Digital Business Innovation.

2. 36 credit points in senior units of study, comprising:
   
   i) 12 credit points in compulsory units of study, as follows:
      - INFS2001 IS for Performance Improvement OR INFS3110 Accounting Information Systems *

   ii) 24 credit points in elective units of study selected from the following:
      - INFS2010 People, Information and Knowledge
      - INFS2030 Digital Business Management
      - INFS2040 Project Management Foundations
      - INFS3030 Information Protection and Assurance OR INFS2050 Data Governance and Technology Assurance **
      - INFS3040 Enterprise Systems and Integrated Business
      - INFS3050 Business Intelligence for Managers
      - INFS3060 Managing Digital Innovation Projects
      - INFS3070 Applied Business Analysis
      - INFS3080 Business Information Systems Project
      - INFS3600 Business Information Systems in Practice.

* INFS2001 will be offered for the last time in the Intensive February and Semester 1 sessions in 2018. From Semester 2, 2018 it will be replaced by INFS3110.

**INFS3030 will be replaced by INFS2050 from 2018.
Commercial Law

For the award of a major in Commercial Law, students complete:

(1) a six-credit point junior prerequisite unit of study, as follows:
   - CLAW1001 Foundations of Business Law.

(2) 36 credit points in elective senior units of study selected from the following:
   - CLAW2201 Corporations Law
   - CLAW2202 Business Failure and Restructuring
   - CLAW2203 Regulation of Securities Markets
   - CLAW2204 Banking and Finance Law OR CLAW3210 Banking and Finance Law *
   - CLAW2205 Competition and Consumer Law
   - CLAW2207 Business, Ethics and the Law
   - CLAW2208 Business Regulation, Risk and Compliance
   - CLAW2209 Intellectual Property for Business
   - CLAW2210 Chinese Tax
   - CLAW2211 Commercial Practice in China
   - CLAW2212 Franchising
   - CLAW2213 Legal Regulation of International Business
   - CLAW3201 Australian Taxation System
   - CLAW3202 Tax Strategies for Business
   - CLAW3204 Regulation of Capital Raising
   - CLAW3206 Regulation of Mergers and Acquisitions
   - CLAW3207 Legal Regulation of Employment
   - CLAW3208 Corporate Crime and Business
   - CLAW3209 The Environment, Law and Business
   - CLAW3600 Business Law in Practice.

* CLAW2204 will be replaced by CLAW3210 from 2018.
For the award of a major in Finance, students must complete:

(1) 18 credit points of junior unit of study, as follows:
- BUSS1020 Quantitative Business Analysis; OR ECMT1010 Introduction to Economic Statistics +
- BUSS1030 Accounting, Business and Society
- BUSS1040 Economics for Business Decision Making; OR ECON1001 Introductory Microeconomics; OR ECON1002 Introductory Macroeconomics ^

+ Students enrolled in the Bachelor of Commerce and combined degrees (administered by the Business School) MUST complete BUSS1020 as it is a core unit for these programs.
^ Students enrolled in the Bachelor of Commerce and combined degrees MUST complete BUSS1040 as it is a core unit for these programs.

(2) 36 credit points in senior units of study, comprising:

(i) 18 credit points in compulsory units of study, as follows:
- FINC2011 Corporate Finance I
- FINC2012 Corporate Finance II
- FINC3017 Investments and Portfolio Management.

(ii) 18 credit points in elective units of study selected from the following:
- BANK3011 Bank Financial Management
- FINC3011 International Financial Management
- FINC3012 Derivative Securities
- FINC3013 Mergers and Acquisitions
- FINC3014 Trading and Dealing in Security Markets
- FINC3015 Financial Valuation: Case Study Approach
- FINC3019 Fixed Income Securities
- FINC3020 Financial Risk Management
- FINC3021 Finance Theory
- FINC3022 Alternative Investments
- FINC3023 Behavioural Finance
- FINC3024 Personal Finance and Superannuation
- FINC3025 Real Estate Finance
- FINC3301 Applied Portfolio Management A
- FINC3302 Applied Portfolio Management B
- FINC3600 Finance in Practice.
Industrial Relations and Human Resource Management
For the award of an Industrial Relations and Human Resource Management major, students complete:

(1) a six-credit point junior prerequisite unit of study, as follows:

(2) 36 credit points in senior units of study, comprising:

(i) 12 credit points in compulsory units of study, as follows:
- WORK2203 IR Policy and Processes
- WORK2205 HR Strategies and Processes.

(ii) 24 credit points in elective units of study selected from the following:
- IBUS3104 Ethical International Business Decisions
- INFS3050 Business Intelligence for Managers
- WORK2209 Managing Organisational Change ^
- WORK2210 Strategic Management
- WORK2211 Human Resource Strategies ^
- WORK2215 IR and HRM Practice OR WORK3600 IR and HRM in Practice
- WORK2217 International Human Resource Management OR WORK3201 International Human Resource Management *
- WORK2218 Managing Organisational Behaviour
- WORK2219 Managing Organisational Sustainability OR WORK3204 Managing Organisational Sustainability*
- WORK2221 Organisational Communication OR WORK3205 Organisational Communication *
- WORK2222 Leadership in Organisations OR WORK3202 Leadership *
- WORK2224 Globalisation, Work and Employment ^
- WORK2225 Work and Social Change OR WORK3207 Future of Work *
- WORK2226 Institutions at Work ^
- WORK2227 Regulation at Work OR WORK3206 Regulation at Work *
- WORK3203 Managing Diversity at Work
- WORK3921 Theories of Work and Organisations ^
- WORK3922 Organisational Research Methods ^

^ These units will no longer be offered from 2018.
* These units will no longer be offered and will be replaced by the unit listed after the “OR” from 2018.
International Business

For the award of a major in International Business, students complete:

(1) a six credit point junior unit of study, that must be either,

(a) offered by the University of Sydney Business School; OR
(b) be part of the Bachelor of Economics, or Bachelor of International and Global Studies (for students enrolled in these degrees only).*

* Students who do not meet the requirements in (a) or (b) may complete two alternative junior units of study approved by the Chair of Discipline (International Business).

(2) 36 credit points in senior units of study, comprising:
(i) 24 credit points in compulsory units of study, as follows:

- IBUS2101 International Business Strategy
- IBUS2102 Cross-Cultural Management OR IBUS1102 Cross-Cultural Management *
- IBUS3101 International Business Alliances
- IBUS3102 International Risk Management OR IBUS2103 International Risk Management.*

(ii) 12 credit points in elective units of study selected from the following options:

- ACCT3031 International Corporate Governance
- CLAW2209 Intellectual Property for Business
- CLAW2211 Commercial Practice in China
- ECOS3006 International Trade
- ECOS3007 International Macroeconomics
- FINC3011 International Financial Management
- GOVT2221 Politics of International Economic Relations
- GOVT2225 International Security in the 21st Century
- IBUS2020 Chinese Economy and Business
- IBUS3103 Entrepreneurship and Innovation OR IBUS2104 Entrepreneurship and Innovation *
- IBUS3104 Ethical International Business Decisions
- IBUS3106 International Business Special Project
- IBUS3107 Business Negotiations
- IBUS3108 Social Entrepreneurship
- IBUS3109 Strategy and Emerging Markets
- IBUS3600 International Business in Practice
- MKTG3116 International Marketing
- USSC2601 US in the World
- WORK2217 International Human Resource Management OR WORK3201 International Human Resource Management *
- WORK2222 Leadership in Organisations OR WORK3202 Leadership *
- Senior language units of study (2000 and 3000-level) from the Faculty of Arts and Social Sciences (a maximum of two units of study or 12 credit points).

* These units will no longer be offered and will be replaced by the unit listed after the “OR” from 2018.

Note. Pre-2018 commencing students who complete IBUS1102 instead of IBUS2102 can count this unit as senior unit of study for their degree.
Management

For the award of a major in Management, students complete:

(1) a six-credit point junior unit of study from the University of Sydney Business School. +

+ The junior unit selected may be a core unit or an optional junior unit which may be a prerequisite for an elective option under this major.

(2) 36 credit points in senior units of study, comprising:

(i) 18 credit points in compulsory units of study, as follows:

- WORK2201 Foundations of Management OR WORK1004 Foundations of Management
- WORK2210 Strategic Management
- WORK2218 Managing Organisational Behaviour.

(ii) 18 credit points in elective units of study selected from the following options:

- IBUS2102 Cross-Cultural Management OR IBUS1102 Cross-Cultural Management*
- IBUS3107 Business Negotiations
- QBUS2350 Project Planning and Management OR QBUS3350 Project Planning and Management*
- QBUS3320 Supply Chain Management
- WORK2209 Managing Organisational Change ^
- WORK2211 Human Resource Strategies ^
- WORK2217 International Human Resource Management OR WORK3201 International Human Resource Management ^
- WORK2219 Managing Organisational Sustainability OR WORK3204 Managing Organisational Sustainability*
- WORK2221 Organisational Communication OR WORK3205 Organisational Communication*
- WORK2222 Leadership in Organisations OR WORK3202 Leadership*
- WORK2227 Regulation at Work OR WORK3206 Regulation at Work*
- WORK3601 Management in Practice
- WORK3922 Organisational Research Methods ^

^ These units will no longer be offered from 2018.

* These units will no longer be offered and will be replaced by the unit listed after the “OR” from 2018.

Note. Pre-2018 commencing students who complete WORK1004 instead of WORK2201 or IBUS1102 instead of IBUS2102 can count these units as senior unit of study for their degree.
Marketing

For the award of a major in Marketing, students complete:

(1) a six-credit point junior prerequisite unit of study for the major, as follows:
- MKTG1001 Marketing Principles.

(2) 36 credit points in senior units of study, comprising:
(i) 18 credit points in compulsory units of study, as follows:
- MKTG2112 Consumer Behaviour
- MKTG2113 Marketing Insights
- MKTG3118 Marketing Strategy and Planning

(ii) 18 credit points in senior units of study selected from the following options:
- CLAW2212 Franchising
- MKTG3110 Digital Marketing
- MKTG3112 Marketing Communications
- MKTG3114 New Products Marketing
- MKTG3116 International Marketing
- MKTG3117 Services Marketing
- MKTG3119 Public Relations Management
- MKTG3120 Building and Managing Brands
- MKTG3121 Advertising: Creative Principles
- MKTG3123 Strategic Social Marketing
- MKTG3211 Contemporary Issues in Marketing
- MKTG3600 Marketing in Practice.