Specialisations 2011 to 2017 commencing students

Pre-2018 continuing students enrolled in the Master of Commerce and related combined degrees, should refer to the handbook of the year they commenced their degree for details of the following majors. Archived handbooks can be accessed on the Handbooks website.

- Accounting
- Aviation and Maritime Management and Logistics
- Banking
- Big Data in Business
- Business Analytics
- Business Information Systems
- Business Law
- Business Sustainability
- Econometrics
- Economics
- Finance
- Infrastructure and Transport Management
- Integrated Business Solutions (2011 commencing students)
- International Business
- Logistics and Supply Chain Management
- Management and Organisations (2011 -2012 commencing students)
- Marketing
- People, Management and Organisations
- Project Management
- Quantitative Business Analysis (2012 – 2014 commencing students)
- Quantitative Finance
- Strategy and Innovation (2011 – 2012 commencing students)
- Strategy, Innovation and Entrepreneurship
Accounting

Accounting (2012-2017 commencing students)

For students commencing study between 2012 and 2017, the structure of this specialisation is the same as what is currently listed for students commencing study from 2018 – Please refer to the Business School Handbook.

Accounting (2011 commencing students)

Students who commenced study in 2011 can follow the structure outlined below:

For an Accounting specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
  - ACCT5001 Accounting Principles

(ii) Three elective advanced units of study (18 credit points):
  - ACCT5002 Managerial Accounting and Decision Making
  - ACCT6001 Intermediate Financial Reporting
  - ACCT6002 International Accounting
  - ACCT6003 Financial Statement Analysis / Fundamental Analysis for Equity Investment
  - ACCT6005 Management Control Systems
  - ACCT6006 Advanced Managerial Accounting
  - ACCT6007 Contemporary Issues in Auditing
  - ACCT6010 Advanced Financial Reporting
  - ACCT6014 Designing Accounting Systems
  - ACCT6015 Extended Performance Reporting
  - ACCT6116 Corporate Collapse
  - ACCT6118 Public Sector Accounting
  - Any elective units offered in subsequent years under the Accounting specialisation.

(iii) One capstone unit of study (6 credit points), as follows:
  - ACCT6120 Corporate Governance and Accountability

From 2012, the 2011 capstone unit, ACCT6120, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete ACCT6120 as the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete four advanced electives – 24 credit points listed under point (ii) above, which in 2012 will include ACCT6120).
Aviation and Maritime Management and Logistics

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree from 2015.

The structure of this specialisation for students commencing study from 2015 to 2017 is listed below. Students commencing study in 2018 must follow the requirements for this major set out in the Business School Handbook.

Aviation and Maritime Management and Logistics (2015-2017 commencing students)

For an Aviation and Maritime Management and Logistics specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   • ITLS5100 Transport and Infrastructure Foundations

(ii) four elective advanced units of study (24 credit points) from Tables A, B and C including:
   (a) At least one unit from Table A – Aviation elective units of study
   (b) At least one unit from Table B – Maritime elective units of study

Table A electives – Aviation
   • ITLS6400 Airline Strategy and Supply Chains
   • ITLS6401 Airport Management

Table B electives – Maritime
   • ITLS6300 Maritime Management and Logistics
   • ITLS6301 Ports Management / City and Ports Logistics

Table C electives – Other elective options
   • ITLS6101 Global Freight Logistics Management
   • ITLS6403 Cases in Global Transport and Logistics
   • IBUS6008 Export Management
Banking

Pre-2017 continuing students should refer to the handbook of the year they commenced study and these transitional arrangements as set out below. Students commencing study in 2017 or 2018 must follow the requirements for this major set out in the Business School Handbook.

Banking (2011-2017 commencing students)

To be awarded a specialisation in Banking, students complete five units of study (30 credit points) comprising:

(i) one foundational unit of study (six credit points), as follows:
- FINC5001 Capital Markets and Corporate Finance

(ii) three compulsory units of study (18 credit points), as follows:
- BANK6002 Bank Management
- BANK6003 Global Supervision of Bank Risks
- BANK6005 International Banking

(iii) one elective unit of study (six credit points), selected from the following unit options:
- ACCT6003 Financial Statement Analysis / Fundamental Analysis for Equity Investment
- CLAW6031 International Financial Crime
- ECON5002 Macroeconomic Theory +
- FINC6000 Quantitative Finance / Quantitative Finance and Derivatives +
- FINC6001 Intermediate Corporate Finance
- FINC6003 Broking and Market Making
- FINC6005 Advanced Asset Pricing +
- FINC6007 Financial Strategy
- FINC6009 Portfolio Theory and its Applications
- FINC6010 Derivative Securities
- FINC6013 International Business Finance
- FINC6014 Fixed Income Securities
- FINC6015 Global Trading / Trading in Securities Markets +
- FINC6016 Financial Instruments and Markets
- FINC6017 Mergers and Acquisitions
- FINC6019 Financial Modelling
- FINC6021 Corporate Valuation
- FINC6022 Behavioural Finance +
- FINC6023 Financial Risk Management
- FINC6024 Real Estate Finance and Investment

+ This units are not available as elective options for this specialisation for students commencing study from 2017.
Big Data in Business

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree from 2016.

2016 commencing students should refer to the handbook of the year they commenced study and these transitional arrangements as set out below. Students commencing study in 2017 or 2018 must follow the requirements for this major set out in the Business School Handbook.

**Big Data in Business (2016 commencing students)**

To be awarded a specialisation in Big Data in Business, students complete 30 credit points in units of study, comprising:

(i) a six credit point foundational unit of study:
- QBUS5001 Quantitative Methods for Business

(ii) 24 credit points in elective units of study:
- BUS5602 Data Science in Business
- INFS6018 Managing Business Intelligence
- INFS6023 Data Visualisation
- ITLS6107 GIS for Transport and Logistics / Applied GIS and Spatial Data Analytics
- MKTG6001 Marketing Research Concepts
- MKTG6018 CRM Customer Relationship Management / Customer Analytics and Relationship Management
- QBUS6810 Statistical Learning and Data Mining
- QBUS6840 Predictive Analytics
- QBUS6850 Machine Learning for Business
- QBUS6860 Visual Data Analytics
Business Analytics

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree from 2015. Pre-2015 commencing students complete the Quantitative Business Analysis specialisation. Students commencing study in 2017 or 2018 must follow the requirements for this major set out in the Business School Handbook.

Business Analytics (2015 -2016 commencing students)

2015 to 2016 continuing students should refer to the handbook of the year they commenced study and these transitional arrangements:

To be awarded a specialisation in Business Analytics, students complete five units of study (30 credit points), comprising:

(i) one foundational unit of study (six credit points), as follows:

- QBUS5001 Quantitative Methods for Business

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

- QBUS6310 Business Operations Analysis
- QBUS6320 Management Decision Making
- QBUS6810 Statistical Learning and Data Mining
- QBUS6820 Business Risk Management
- QBUS6830 Financial Time Series and Forecasting
- QBUS6840 Predictive Analytics
- QBUS6850 Machine Learning for Business
- QBUS6860 Visual Data Analytics
- INFS6018 Managing Business Intelligence
Business Information Systems

2012 to 2016 commencing students should refer to the handbook of the year they commenced study and the transitional arrangements listed below. 2011 commencing students can complete the Integrated Business Solutions specialisation. Students commencing study in 2017 or 2018 must follow the requirements for this major set out in the Business School Handbook.

Business Information Systems (2012-2016 commencing students)

To be awarded a specialisation in Business Information Systems, students complete five units of study (30 credit points), comprising:

(i) one foundational unit of study (six credit points), as follows:

- INFS5002 Digital Business Foundations *

* Students who commenced study in the Master of Commerce before 2015 can substitute INFS5001 Project Management as the foundational unit for this specialisation.

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

- INFS6002 Strategic Information Systems Management / Strategic Information Systems Sourcing
- INFS6004 Information Systems Change Management / Business Transformation Projects
- INFS6012 Business Process Integration / Enterprise Systems Management
- INFS6015 Business Process Management
- INFS6016 Technology Enabled Business Innovation
- INFS6017 Strategic Information & Knowledge Mgmt
- INFS6018 Managing Business Intelligence
- INFS6020 BIS Innovation, Transformation & Change
- INFS6021 Information Governance
- INFS6023 Data Visualisation
- INFS6032 Agile Project Management
Business Law

Students who commenced study from 2012 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

Students who commenced study in 2011 follow the transitional arrangements outlines below.

**Business Law (2011 commencing students)**

For a Business Law specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- CLAW5001 Legal Environment of Business

(ii) Three elective advanced units of study (18 credit points):
- CLAW6005 Regulation of Capital Markets
- CLAW6006 Regulatory Response to Business Failure
- CLAW6007 Issues in Law and International Business
- CLAW6026 Concepts of Australian Taxation / Taxation Law and Practice
- CLAW6028 Corporate Governance, Law and Ethics
- CLAW6029 Concepts of Chinese Taxation
- CLAW6030 China’s Legal Environment for Business
- CLAW6031 International Financial Crime
- CLAW6032 Regulating Innovation and Distribution

(iii) One capstone unit of study (6 credit points), as follows:
- CLAW6002 Corporations Law / Corporate Structures in Practice
Business Sustainability

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree form 2015.

Students who commenced study from 2015 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.
**Econometrics**

This specialisation is only available to students who commenced study before 2016. Pre-2016 continuing students should refer to the handbook of the year they commenced study and these transitional arrangements outlined below. This specialisation is not available to students who commenced study in the Master of Commerce from 2017.

**Econometrics (2012 – 2015 commencing students)**

The following information is for students who commenced study or transferred into the Master of Commerce from 2012 or students who commenced study in 2011 and wish to follow these requirements for a specialisation. All other students should refer to the information set out below under Information for pre-2012 continuing students.

To be awarded a specialisation in Econometrics students complete five units of study (30 credit points), comprising:

(i) one foundational unit of study (six credit points), as follows:
- ECMT5001 Principles of Econometrics

(ii) one compulsory unit of study (six credit points), as follows:
- ECMT6002 Econometrics Applications

(iii) three elective units of study (18 credit points), selected from the following unit options:
- ECMT6003 Applied Business Forecasting
- ECMT6005 Applied Discrete Choice Modelling
- ECMT6006 Applied Financial Econometrics
- ECMT6007 Analysis of Panel Data
- ECMT6030 Forecasting for Economics and Business

**Information for pre-2012 continuing students**

Students who commenced study in the Master of Commerce in 2011 may choose to complete this specialisation according to the information set out above (the major was only introduced into the Master of Commerce in 2012). Students should also refer to the handbook of the year they commenced study for exact details of their specialisation requirements.
Economics

This specialisation is only available to students who commenced study before 2017.

New students commencing from 2017 can complete the new specialisation Business Economics.

Economics (2012-2016 commencing students)

For the award of a specialisation in Economics, students complete five units of study (30 credit points), comprising:

(i) one foundational unit of study (six credit points), as follows:

- ECON5001 Microeconomic Theory

(ii) one compulsory unit of study (six credit points), as follows:

- ECON5002 Macroeconomic Theory

(iii) three elective units of study (18 credit points), selected from the following options:

- ECON5004 Communication in Economics
- ECON5005 Quantitative Tools for Economics
- ECON5006 Economics of Law and Public Policy
- ECON5007 The Economics of Financial Markets
- ECON5026 Strategic Business Relationships
- ECON6001 Microeconomics Analysis 1
- ECON6002 Macroeconomics Analysis 1
- ECON6003 Mathematical Methods of Economic Analysis
- ECON6006 Market Structure and Strategic Behaviour
- ECON6008 International Money and Finance
- ECON6009 Economics of the Labour Market
- ECON6010 Public Economics
- ECON6016 Trade and Development
- ECON6018 Environmental Economics
- ECON6021 Financial Economics
- ECON6023 International Trade
- ECON6024 Private Equity
- ECON6025 Strategic Decision Making
- ECON6026 Strategic Business Relationships
- ECON6027 Experimental Economics
- ECON6029 Health Economics and Policy Evaluation
- ECON6101 Special Topic in Economics
- ECMT5001 Principles of Econometrics *
- ECMT6002 Econometric Applications
- ECMT6003 Applied Financial Econometrics
- ECMT6007 Analysis of Panel Data

* ECMT5001 is a foundational unit for students who commenced study prior to 2016.

Economics specialisation (2011 commencing students)

For an Economics specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):

- ECON5000 Economics for Commerce (with a grade of HD - minimum of 85%) OR ECON5001 Microeconomic Theory

(ii) One compulsory unit of study (6 credit points):

• ECON5002 Macroeconomic Theory

(iii) Two elective advanced units of study (12 credit points):

• ECON6006 Market Structure and Strategic Behaviour
• ECON6008 International Money and Finance
• ECON6009 Economics of the Labour Market
• ECON6010 Public Economics
• ECON6016 Trade and Development
• ECON6018 Environmental Economics
• ECON6021 Financial Economics
• ECON6023 International Trade
• ECON6024 Private Equity
• ECON6025 Strategic Decision Making
• ECON6027 Experimental Economics
• ECMT6101 Special Topic in Economics

(iv) One capstone unit of study (6 credit points), as follows:

• ECON6026 Strategic Business Relationships

From 2012, ECON5000 Economics for Commerce will no longer be offered and will be replaced by ECON5001 Microeconomic Theory as a foundational unit for the Master of Commerce. From 2012, ECON5001 will be the foundational unit required for the Economics specialisation. From 2012, the 2011 capstone unit, ECON6026 Strategic Business Relationships, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete ECON6026 as the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete three advanced electives – 18 credit points listed under point (iii) above, which from 2012 will include ECON6026).
Finance

Students who commenced study from 2012 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

Students who commenced study in 2011 follow the structure outlined below:

**Finance (2011 commencing students)**

For a Finance specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- FINC5001 Capital Markets and Corporate Finance

(ii) One compulsory unit of study (6 credit points):
- FINC6001 Intermediate Corporate Finance

(iii) Two elective advanced units of study (12 credit points):
- CLAW6031 International Financial Crime
- FINC6000 Quantitative Finance / Quantitative Finance and Derivatives
- FINC6003 Broking and Market Making
- FINC6005 Advanced Asset Pricing
- FINC6007 Financial Strategy
- FINC6009 Portfolio Theory and its Applications
- FINC6010 Derivative Securities
- FINC6013 International Business Finance
- FINC6014 Fixed Income Securities
- FINC6015 Global Trading / Trading in Securities Markets
- FINC6016 Financial Instruments and Markets
- FINC6017 Mergers and Acquisitions
- FINC6019 Financial Modelling
- FINC6022 Behavioural Finance
- FINC6023 Financial Risk Management
- Any FINC electives offered in subsequent years.

(iv) One capstone unit of study (6 credit points), as follows:
- FINC6021 Corporate Valuation

From 2012, the 2011 capstone unit, FINC6021 Corporate Valuation, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete FINC6021 the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete three advanced electives – 18 credit points listed under point (iii) above, which from 2012 will include FINC6021).
Infrastructure and Transport Management

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree from 2015.

Students who commenced study from 2015 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.
Integrated Business Solutions

Students who commenced study in 2011 can complete a specialisation in Integrated Business Solutions. The structure for this specialisation is outlined below:

For students who commenced in 2011

For a Business Information Systems (formerly Integrated Business Solutions) specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   - INFS5001 Project Management

(ii) Three elective advanced units of study (18 credit points):
   - INFS6001 Managing Information and Systems
   - INFS6002 Strategic Information Systems Management / Strategic Information Systems Sourcing
   - INFS6004 Information Systems Change Management / Business Transformation Projects
   - INFS6012 Business Process Integration / Enterprise Systems Management
   - INFS6013 Information Risk, Governance and Assurance
   - INFS6015 Business Process Management
   - INFS6016 Technology-Enabled Business Innovation
   - INFS6017 Strategic Information and Knowledge Management
   - INFS6018 Managing Business Intelligence
   - INFS6101 Information Systems Research A
   - INFS6106 Information Systems Research B

(iii) One capstone unit of study (6 credit points), as follows:
   - INFS6020 BIS Innovation Transformation and Change

From 2012, the Integrated Business Solutions specialisation will be re-named Business Information Systems. From 2012, the 2011 capstone unit, INFS6020 BIS Innovation, Transformation and Change, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete INFS6020 as the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete four advanced electives – 24 credit points listed under point (ii) above, which from 2012 will include INFS6020).
International Business

International Business (2012 to 2017 commencing students)

Students who commenced study from 2012 have the same structure for the specialisation as the currently offered version apart from the foundational unit of study for the specialisation as follows:

(i) one foundational unit of study (six credit points), as follows:

- IBUS5003 Global Business OR IBUS5001 Strategy, Innovation and Global Business*

* IBUS5003 replaces IBUS5001 from 2013.

Please refer to the Business School handbook for details.

International Business (2011 commencing students)

Students who commenced study in 2011 follow the structure outline below:

Requirements for the specialisation for students who commenced study in 2011

For an International Business specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):

- IBUS5001 Strategy, Innovation and Global Business

(ii) Two compulsory units of study (12 credit points):

- IBUS6001 International Business Strategy
- IBUS6002 Cross-Cultural Management

(iii) One elective advanced unit of study (6 credit points):

- ACCT6002 International Accounting
- CLAW6007 Issues in Law and International Business
- CLAW6030 China’s Legal Environment for Business
- FINC6013 International Business Finance
- IBUS6003 Managing International Risk
- IBUS6004 International Business Alliances
- IBUS6005 Ethical Issues in International Business
- IBUS6006 Comparative International Management
- IBUS6008 Export Management
- IBUS6012 Business Growth and Innovation
- IBUS6018 Business Negotiations
- IBUS6019 Strategy and Emerging Markets
- MKTG6013 International and Global Marketing

(iv) One capstone unit of study (6 credit points), as follows:

- IBUS6010 Global Business Management (This unit will not be offered – see note below for further details regarding replacement units)

The 2011 advertised capstone, IBUS6010 Global Business Management, will not be offered. All students wishing to complete a specialisation in International Business will complete: IBUS5001, IBUS6001, IBUS6002 and two advanced elective units (selected from those listed under point (iii) above).
Logistics and Supply Chain Management

Students who commenced study from 2015 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

For previous structures please refer to those listed below.

Logistics and Supply Chain Management (2014 commencing students)

For a Logistics and Supply Chain Management, specialisation students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   • ITLS5000 Foundations of Supply Chain Management

(ii) Two compulsory units of study (12 credit points) selected from the following:
   • ITLS5200 Quantitative Logistics & Transport
   • ITLS6001 Value Chain Costing OR ITLS6101 Global Freight Logistics Management

(iii) Two elective advanced units of study (12 credit points) selected from the following:
   • ITLS6002 Supply Chain Planning Systems
   • ITLS6003 Contemporary Procurement
   • ITLS6004 Warehouse & Inventory Management
   • ITLS6005 Green Operations & Reverse Logistics
   • ITLS6006 Supply Chain Organisational Management
   • ITLS6007 Disaster Relief Operations
   • ITLS6100 Logistics & Transport Economics
   • ITLS6101 Global Freight Logistics Management (if not taken as compulsory unit)
   • ITLS6106 Infrastructure Appraisal
   • ITLS6107 GIS for Transport & Logistics
   • ITLS6300 Maritime Management & Logistics
   • ITLS6301 Ports Management
   • ITLS6302 Maritime Case Studies & Simulation
   • ITLS6400 Airline Strategy & Supply Chains
   • ITLS6401 Airport Management
   • ITLS6402 Aviation Case Studies & Simulation
   • ITLS6500 Decision Making on Mega Projects

Logistics and Supply Chain Management (2012-2013 commencing students)

For a Logistics and Supply Chain Management, specialisation students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   • TPTM5001 Logistics and Supply Chain Management; OR ITLS5000 Foundations of Supply Chain Management

(ii) Two compulsory units of study (12 credit points) selected from the following:
   • TPTM6115 Organisational Logistics; OR ITLS6006 Supply Chain Organisational Management
   • TPTM6170 Value Chain Management
   • TPTM6495 Analysis Tools for Transport and Logistics; OR ITLS5200 Quantitative Logistics & Transport
   • ITLS6001 Value Chain Costing

(iii) Two elective advanced units of study (12 credit points) selected from the following:
   • ITLS6001 Value Chain Costing (if not taken as a compulsory unit)
   • ITLS6004 Warehouse & Inventory Management
   • ITLS6106 Infrastructure Appraisal
   • ITLS6301 Ports Management
   • ITLS6302 Maritime Case Studies & Simulation
Logistics and Supply Chain Management (2011 commencing students)

For a Logistics and Supply Chain Management, specialisation students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- TPTM5001 Logistics and Supply Chain Management

(ii) One compulsory unit of study (6 credit points):
- TPTM6115 Organisational Logistics

(iii) Two elective advanced units of study (12 credit points):
- TPTM6130 Transport and Logistics Management/Transport and Logistics Strategy
- TPTM6160 Aviation Management and Logistics
- TPTM6180 Geographical Information Systems
- TPTM6190 Logistics Systems
- TPTM6200 Maritime Logistics
- TPTM6210 Reverse Logistics and Closed Loop SCM
- TPTM6224 Intelligent Transport and Logistic Systems
- TPTM6260 International Logistics
- TPTM6270 Innovations in Logistics and Supply Chains
- TPTM6310 Project Management in Supply Chains
- TPTM6380 Retail Logistics Management
- TPTM6390 Logistics in Humanitarian Aid Projects
- TPTM6400 Strategic and Operational Procurement
- TPTM6440 International Freight Transport
- TPTM6470 Sustainable Transport and Logistic Systems
- TPTM6495 Analysis Tools for Transport and Logistics

(iv) One capstone unit of study (6 credit points), as follows:
- TPTM6170 Value Chain Management

From 2012, the students will still need to complete the capstone unit, TPTM6170 Value Chain Management, as a compulsory unit for the Logistics and Supply Chain Management specialisation.
Management and Organisations

Students who commenced study in 2011 and 2012 can complete a specialisation in Management and Organisations. The structure for this specialisation is outlined below. Students who commenced study from 2013 can complete a specialisation in People, Management and Organisations.

Management and Organisations (2011-2012 commencing students)

For a Management and Organisations, specialisation students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- WORK5003 Management and Organisations

(ii) Three elective advanced units of study (18 credit points):
- WORK6001 Organisational Analysis and Behaviour
- WORK6003 People, Management and Technology
- WORK6017 Human Resource Strategies
- WORK6018 International Industrial Relations
- WORK6026 Organisational Change and Development
- WORK6033 Organisational Sustainability
- WORK6108 International Dimensions of HRM
- WORK6115 Managing Diversity at Work
- WORK6117 Managing HR and Knowledge Systems
- WORK6118 Managing Communication in Organisations

(iii) One capstone unit of study (6 credit points), as follows:
- WORK6130 Leadership in Organisations

From 2012, the students will still need to complete the capstone unit, WORK6130 Leadership in Organisations, as a compulsory unit for the Management and Organisations specialisation.
Marketing

Students who commenced study from 2012 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

Students who commenced study in 2011 follow the structure for this specialisation outlined below:

**Marketing (2011 commencing students)**

For a Marketing specialisation, students are required to complete 30 credit points in units of study comprising:

(i) *One foundational unit of study (6 credit points):*
   - MKTG5001 Marketing Principles

(ii) *One compulsory unit of study (6 credit points):*
   - MKTG6007 Consumer Behaviour

(iii) *Two elective advanced unit of study (12 credit points):*
   - CLAW6032 Regulating Innovation and Distribution
   - MKTG6001 Marketing Research Concepts
   - MKTG6004 New Product Development
   - MKTG6005 Marketing Communications
   - MKTG6006 Creative Communications in Marketing
   - MKTG6013 International and Global Marketing
   - MKTG6015 Electronic Marketing
   - MKTG6016 Brand Management
   - MKTG6017 Retail Marketing
   - MKTG6018 CRM-Customer Relationship Management
   - MKTG6020 Business Marketing
   - MKTG6103 Services Marketing
   - MKTG6104 The Psychology of Business Decisions

(iv) *One capstone unit of study (6 credit points), as follows:*
   - MKTG6003 Marketing Strategy

From 2012, the 2011 capstone unit, MKTG6003 Marketing Strategy, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete MKTG6003 as the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete three advanced electives – 18 credit points listed under point (iii) above, which in 2012 will include MKTG6003).
People, Management and Organisations

This specialisation is available for students who commenced study or transferred into the Master of Commerce degree from 2013.

Students who commenced study from 2013 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.
Project Management

Project Management (2013-2018 commencing students)

Students who commenced study from 2013 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

Project Management (2012 commencing students)

For a Project Management specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   - INFS5001 Project Management

(ii) Four elective advanced units of study (24 credit points):
   - ECMT6510 Management Decision Making OR QBUS6320 Management Decision Making
   - IBUS6002 Cross-Cultural Management
   - INFS6030 Project Management in Practice
   - MKTG6004 New Product Development
   - TPTM6260 International Logistics
   - WORK6118 Managing Communication in Organisations

Project Management (2011 commencing students)

For a Project Management specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
   - INFS5001 Project Management

(ii) Three elective advanced units of study (18 credit points):
   - ECMT6510 Management Decision Making OR QBUS6320 Management Decision Making
   - IBUS6002 Cross-Cultural Management
   - MKTG6004 New Product Development
   - TPTM6260 International Logistics
   - WORK6118 Managing Communication in Organisations

(iii) One capstone unit of study (6 credit points), as follows:
   - INFS6030 Project Management in Practice

From 2012, the 2011 capstone unit, INFS6030 Project Management in Practice, will no longer be compulsory for the specialisation and can be completed as an elective unit. Students who commenced study in 2011 can choose to complete INFS6030 as the capstone unit for their specialisation or instead replace it with an additional elective for the specialisation (i.e. complete four advanced electives – 24 credit points listed under point (iii) above, which in 2012 will include INFS6030).
Quantitative Business Analysis

Students who commenced study between 2012 and 2014 can complete a specialisation in Quantitative Business Analysis. The structure for this specialisation is outlined below. Students who commenced study from 2014 can complete a specialisation in Business Analytics.

Quantitative Business Analysis (2012-2014 commencing students)

For a Quantitative Business Analysis specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- QBUS5001 Quantitative Methods for Business

(ii) Four elective advanced units of study (24 credit points):
- QBUS6310 Business Operations Analysis
- QBUS6320 Management Decision Making
- QBUS6810 Statistical Learning and Data Mining
- QBUS6820 Business Risk Management
- QBUS6830 Financial Time Series and Forecasting
- QBUS6840 Predictive Analytics
- INFS6018 Managing Business Intelligence.
Quantitative Finance

Students who commenced study from 2017 have the same structure for the specialisation as the currently offered version – please refer to the Business School handbook for details.

Quantitative Finance (2012-2016 commencing students)

To be awarded a specialisation in Quantitative Finance, students complete units of study totalling 36 credit points, comprising:

(i) 12 credit points in foundational units of study, as follows:
- FINC5001 Capital Markets and Corporate Finance
- QBUS5001 Quantitative Methods for Business

(ii) 12 credit points in compulsory advanced units of study, as follows:
- FINC6000 Quantitative Finance and Derivatives
- QBUS6830 Financial Time Series and Forecasting

(ii) 12 credit points in elective advanced units of study selected from the following units:
- FINC6005 Advanced Asset Pricing
- FINC6009 Portfolio Theory and Its Applications
- FINC6010 Derivative Securities
- FINC6014 Fixed Income Securities

Quantitative Finance (2011 commencing students)

For a Quantitative Finance specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points):
- ECMT5001 Principles of Econometrics

(ii) Three elective advanced units of study (18 credit points):
- FINC6000 Quantitative Finance *
- ECMT6003 Applied Business Forecasting
- ECMT6006 Applied Financial Econometrics

(iii) One capstone unit of study (6 credit points), as follows:
- FINC6019 Financial Modelling

* This unit requires the completion of FINC5001.

From 2012, the Quantitative Finance specialisation will change significantly. Current students have the option to complete the specialisation as it appeared in the year they commenced study (as indicated above) or can complete the specialisation as it appears in 2012. Current students who have completed the foundation unit ECMT5001 and wish to follow the 2012 structure for the specialisation can substitute ECMT5001 for QBUS5001.
Strategy and Innovation

Students who commenced study between 2011 and 2012 can complete a specialisation in Strategy and Innovation. The structure for this specialisation is outlined below. Students who commenced study from 2013 can complete a specialisation in Strategy, Innovation and Entrepreneurship.

Strategy and Innovation (2011-2012 commencing students)

For a Strategy and Innovation specialisation, students are required to complete 30 credit points in units of study comprising:

(i) One foundational unit of study (6 credit points) selected from the following:

- IBUS5001 Strategy, Innovation and Global Business (or IBUS5002 Strategy, Innovation and Entrepreneurship) OR
- WORK5003 Management and Organisations

(ii) Three elective advanced units of study (18 credit points):

- CLAW6032 Regulating Innovation and Distribution
- IBUS6011 New Business Opportunities
- IBUS6012 Business Growth and Innovation
- IBUS6013 Business Restructuring and Renewal
- IBUS6014 Intellectual Property Management
- IBUS6016 Social Entrepreneurship
- IBUS6017 Enterprise and the Creative Industries
- IBUS6018 Business Negotiations
- WORK6002 Foundations of Strategic Management
- WORK6026 Organisational Change and Development
- WORK6111 Management Consulting
- WORK6119 The Innovative Firm

(iii) One capstone unit of study (6 credit points), as follows:

- IBUS6019 Advanced Strategy (This unit will not be offered – see below for further details regarding replacement units)

The 2011 advertised capstone, IBUS6019 Advanced Strategy, will not be offered. All students wishing to complete a specialisation in Strategy and Innovation will complete: IBUS5001 or WORK5003 and four advanced elective units (selected from those listed under point (ii) above).
Strategy, Innovation and Entrepreneurship

Students who commenced study from 2013 have the same structure for the specialisation as the currently offered version refer to the Business School handbook for details) apart from the foundational unit of study for the specialisation as follows:

(i) one foundational unit of study (six credit points) selected from the following units:

- IBUS5002 Strategy, Innovation and Entrepreneurship OR IBUS5001 Strategy, Innovation and Global Business*

* IBUS5002 replaces IBUS5001 from 2013