

### A. Program Structure

One Compulsory Core Course	MGMT5050
One Data Analysis course	<a href="#">COMM5005</a> or <a href="#">COMM5011</a> or <a href="#">ECON5248</a>
Three Gateway Core Courses	Students must choose 1 gateway course related to the specialisation chosen and 2 additional gateway courses for depth and breadth of learning.
Six Specialisation Courses	Students must choose one specialisation. See list below: Area(s) of Specialisation – <ul style="list-style-type: none"> <li>• <a href="#">Management Accounting</a></li> <li>• <a href="#">Economics and Finance</a></li> <li>• <a href="#">Business Strategy</a></li> <li>• <a href="#">Finance</a></li> <li>• <a href="#">Banking</a></li> <li>• <a href="#">Business Analytics</a></li> <li>• <a href="#">Enterprise Systems and Business Design</a></li> <li>• <a href="#">International Business</a></li> <li>• <a href="#">Human Resource Management</a></li> <li>• <a href="#">Innovation &amp; Entrepreneurship</a></li> <li>• <a href="#">Organisation and Management Studies</a></li> <li>• <a href="#">Marketing</a></li> <li>• <a href="#">Risk Management</a></li> </ul>
One Capstone Course	Students are required to complete a capstone course for their primary specialisation. Or There is the opportunity for high performing students to participate in a MCom Practicum.
Four Additional Courses	Applicable to MCom (Extension) 8417 only

### B. General Guidance on Selection of Courses

1. Full-time enrolment for one year is defined as 48 UOC (24UOC per Semester).
2. It is unlikely that a timetable clash cannot be resolved. Please contact the Business School Centre for advice.
3. See Table C over the page for more information relevant to course offering period. Please be aware that the course offering period subject to change due to unforeseeable circumstances.
4. Course descriptions see: [www.handbook.unsw.edu.au](http://www.handbook.unsw.edu.au)
5. Course outline see: [www.business.unsw.edu.au/programs-courses/course-outlines/postgraduate-coursework](http://www.business.unsw.edu.au/programs-courses/course-outlines/postgraduate-coursework)
6. Regarding Master of Commerce 8404 & Master of Commerce Extension 8417  
[www.handbook.unsw.edu.au/postgraduate/programs/2017/8404.html](http://www.handbook.unsw.edu.au/postgraduate/programs/2017/8404.html)  
[www.handbook.unsw.edu.au/postgraduate/programs/2017/8417.html](http://www.handbook.unsw.edu.au/postgraduate/programs/2017/8417.html)
7. Below is a suggested enrolment sequence for each specialisation (without course credit).

**Management Accounting- Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 ACCT5930 ECON5103	FINS5513 ACCT5942 1 x Specialisation elective ACCT5996	ACCT5910 INFS5848 ACCT5943 ACCT5931

**Management Accounting- Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 ACCT5930 ECON5103	FINS5513 ACCT5942 INFS5848 ACCT5996	ACCT5910 ACCT5943 1 x Specialisation elective ACCT5931

If students are seeking CIMA accreditation Level 1 and 2, they will need to take ACCT5955 in Second Semester.

**Business Strategy - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005* ECON5103 ACCT5906	ECON5112 MGMT5601 *MGMT5710 1 x Specialisation elective *May be completed in First Semester instead of ACCT5906	ECON5111 MGMT5603 1 x Specialisation elective COMM5010

**Business Strategy - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005* ECON5103 ACCT5906	ECON5111 MGMT5601 *MGMT5710 1 x Specialisation elective *May be completed in First Semester instead of ACCT5906	ECON5112 MGMT5603 1 x Specialisation elective COMM5010

\*Please consult the Business School Student Centre if you want to choose ECON5248 as the Data Analysis core for Business Strategy specialisation.

### **Economics and Finance - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005* ECON5103 FINS5512	ACCT5906 ECON5130 FINS5513 1 x Specialisation elective	ECON5106 2 x Specialisation electives FINS5568

### **Economics and Finance - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005* ECON5103 FINS5512	ACCT5906 ECON5106 FINS5513 1 x Specialisation elective	ECON5130 2 x Specialisation electives FINS5568

\*Please consult the Business School Student Centre if you want to choose ECON5248 as the Data Analysis core for Business Strategy specialisation.

### **Banking - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 ECON5103 FINS5512	ACCT5906 FINS5513 FINS5514 FINS5530	FINS5534 FINS5550 FINS5568 *1 x Specialisation elective *May be completed in Second Semester instead of FINS5530

### **Banking - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 ECON5103 FINS5512	ACCT5906 FINS5513 FINS5514 FINS5530	FINS5534 FINS5550 FINS5568 *1 x Specialisation elective *May be completed in Second Semester instead of FINS5530

### **Finance- Commencing in Semester 1 or 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005	ACCT5906 FINS5513	FINS5568 3 x Specialisation electives

ECON5103 FINS5512	FINS5514 1 x Specialisation elective	
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### **Enterprise Syst& Bus Design - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011* INFS5885 ACCT5906	1 x Gateway Elective INFS5831 2 x Specialisation electives	INFS5621 2 x Specialisation electives COMM5010

### **Enterprise Syst& Bus Design - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011* INFS5885 ACCT5906	1 x Gateway Elective INFS5621 2 x Specialisation electives	INFS5831 2 x Specialisation electives COMM5010

\*Please consult the Business School Student Centre if you want to choose ECON5248 as the Data Analysis core for Enterprise Syst & Bus Design specialisation.

### **Business Analytics - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011 INFS5885 ECON5103*	1 x Gateway Elective INFS5700 INFS5710 1 x Specialisation elective	INFS5720 2 x Specialisation electives COMM5010

\*Please consult the Business School Student Centre if you want to choose ECON5248 as the Gateway Course for Business Analytics specialisation.

### **International Business- Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5601 MGMT5602 1 x Specialisation elective	MGMT5603 MGMT5604 1 x Specialisation elective COMM5010

### **International Business- Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5601 MGMT5604 1 x Specialisation elective	MGMT5602 MGMT5603 1 x Specialisation elective COMM5010

### **Human Resource Management - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5906 MGMT5907 MGMT5908	MGMT5701 2 x Specialisation electives COMM5010

### **Human Resource Management - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5701 MGMT5906 1 x Specialisation elective	MGMT5907 MGMT5908 1 x Specialisation elective COMM5010

### **Innovation & Entrepreneurship- Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MARK5700 MGMT5801 1 x Specialisation elective	MARK5800 MGMT5611 1 x Specialisation elective COMM5010

### **Innovation & Entrepreneurship - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MARK5700	1 x Gateway elective MARK5800 MGMT5611 1 x Specialisation elective	MGMT5710 MGMT5801 1 x Specialisation elective COMM5010

**Organisation & Management- Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5603 MGMT5904 1 x Specialisation elective	MGMT5906 MGMT5912 1 x Specialisation elective COMM5010

**Organisation & Management- Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011 ACCT5906 MGMT5710	1 x Gateway elective MGMT5603 MGMT5906 1 x Specialisation elective	MGMT5904 MGMT5912 1 x Specialisation elective COMM5010

**Marketing - Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MARK5800	1 x Gateway Elective MARK5700 MARK5811 1 x Specialisation elective	3 x Specialisation electives COMM5010

**Marketing - Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5011 ACCT5906 MARK5700	1 x Gateway Elective MARK5800 2 x Specialisation electives	MARK5811 2 x Specialisation electives COMM5010

**Risk Management- Commencing in Semester 1 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050	TABL5601 (Substitution Course: TABL5511)	RISK5001

COMM5005 or COMM5011 ACCT5906 FINS5512	FINS5513 2 x Specialisation elective	MGMT6004 (Substitution Course: MGT6005) 1 x Specialisation elective COMM5010
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### **Risk Management- Commencing in Semester 2 2017**

<b>First Semester</b>	<b>Second Semester</b>	<b>Third Semester</b>
MGMT5050 COMM5005 or COMM5011 ACCT5906 FINS5512	RISK5001 FINS5513 MGMT6004 (Substitution Course: MGT6005) 1 x Specialisation elective	TABL5601 (Substitution Course: TABL5511) 2 x Specialisation electives COMM5010

### **C. Course Offering period**

<b>Course Code</b>	<b>Course Name</b>	<b>Semester</b>	<b>Prerequisite and/or Corequisite</b>
<b>Compulsory Core Course</b>			
MGMT5050	Teams, Ethics and Competitive Advantage	1 & 2	Nil
<b>Data Analysis core course</b>			
COMM5005	Quantitative Methods for Business	1 & 2	Nil
COMM5011	Data Analysis for Business	1 & 2	Nil
ECON5248	Business Forecasting	1	Prerequisite: COMM5005
<b>Gateway Core, Specialisation Courses &amp; Capstone</b>			
ACCT5906	Financial Literacy for Business Decisions	1 & 2	Nil
ACCT5910	Business Analysis and Valuation	1 & 2	Prerequisite: ACCT5930 and FINS5513
ACCT5930	Financial Accounting	1 & 2	Nil
ACCT5931	Strategic Management Accounting	1 & 2 & X1	Prerequisite: ACCT5996
ACCT5942	Corporate Accounting and Regulation	1 & 2	Prerequisite: ACCT5930
ACCT5943	Advanced Financial Reporting	1 & 2 X1	Prerequisite: ACCT5930 and Corequisite: ACCT5942
ACCT5996	Management Accounting and Business Analysis	1 & 2	Prerequisite or Corequisite: ACCT5930
COMM5010	Strategy, Marketing and Management	1 & 2	Prerequisite: MGMT5050 and completion of 42UOC
ECON5103	Business Economics	1 & 2	Nil

ECON5106	Economics of Finance	1	Prerequisite: COMM5005 and ECON5103
ECON5111	Economics of Strategy	1	Prerequisite: ECON5103
ECON5112	Organisational Economics	2	Prerequisite: ECON5103
ECON5130	Financial Systems and The Economy	2	Prerequisite: ECON5103 and COMM5005
FINS5512	Financial Markets and Institutions	1 & 2	Prerequisite or Corequisite: ACCT5906 or ECON5103
FINS5513	Investments and Portfolio Selection	1 & 2 & X1	Prerequisite: COMM5005 or ECON5248 or COMM5011
FINS5514	Capital Budgeting and Financial Decisions	1 & 2	Prerequisite: COMM5005 or FINS5513
FINS5530	Financial Institution Management	1 & 2 & X1	Prerequisite or corequisite: FINS5513
FINS5534	Strategic Management of Credit Risk and Loan Policy	1	Prerequisite: FINS5513
FINS5550	International Banking Management	1	Prerequisite: FINS5513
FINS5568	Capstone – Portfolio Management Process	1 & 2	Prerequisite: FINS5513 and completion of 48 UOC.
INFS5621	Enterprise Systems	1	Prerequisite: INFS5885
INFS5831	Business Analysis and Consulting	2	Prerequisite: INFS5885
INFS5848	Project, Portfolio and Program Management	1	Nil
INFS5885	e-Business	1 & 2	Nil
MARK5700	Elements of Marketing	1 & 2 & X1	Nil
MARK5800	Consumer Behaviour	1	Nil
MARK5811	Applied Marketing Research	2	Prerequisite or Corequisite: MARK5700 or MARK5800
MGMT5601	Global Business and Multinational Enterprise	1 & 2	Nil
MGMT5602	Cross-Cultural Management	1 & 2	Nil
MGMT5603	Global Business Strategy and Management	1	Prerequisite: MGMT5601 or enrollment in Org & Management specialisation
MGMT5604	Asia-Pacific Business and Management	1	Prerequisite or Corequisite: MGMT 5601
MGMT5611	Entrepreneurship & New Venture Management	1	Nil
MGMT5701	Employment Relations	1	Nil
MGMT5710	Managing and Leading People	1 & 2	Nil
MGMT5712	Negotiation Skills	1 & 2	Nil



MGMT5801	Strategic Management of Technology and Innovation	2	Prerequisite: MGMT5800
MGMT5802	Competitive Advantage Through People	1	Nil
MGMT5904	Managing Organisational Change	2	Nil
MGMT5906	Organisations & People in Context	1 & 2	Nil
MGMT5907	Human Resource Management	2	Nil
MGMT5908	Strategic Human Resource Management	2	Nil
MGMT5912	International Business Negotiation	1 & 2	Nil
MGMT6005	Managing Organisational Risk in Global Context	1	Nil
RISK5001	Fundamentals of Risk and Risk Management	1 & 2	Nil
TABL5511	Legal Foundations of Business	1 & 2	Nil

X1 – Expected to be offered in Summer Dec2017/Jan 2018

Questions & Problems:

Contact the [UNSW Business School Student Centre](#) for advice

Tel: + 61 2 9385 3189

Location: Level 1, room 1028, Quadrangle Building

[Forms, policies and procedures](#)

[Frequently asked questions](#)