

# 2008 Course Summary Sheet

## ■ Graduate Diploma in Business Administration (GS41)

This document will assist you with the selection of your study program and completion of your enrolment. Other useful information can be found on the Student Services website [studentservices.qut.com/](http://studentservices.qut.com/), which can also be accessed via the Online Enrolment portlet.

**Location:** Gardens Point campus.

**Course Duration:** 2 semesters (full-time) or 4 semesters (part-time). (Two six-week teaching periods equate to one university semester for BGSB courses.) The course must be completed within a maximum time period of four years.

**Total Credit Points:** 96

**Standard Credit Points/Full-time Semester:** 48

**Course Coordinator:** Dr Lyndal Drennan, MBA Director; Email [bgsbenq@qut.edu.au](mailto:bgsbenq@qut.edu.au)

### IMPORTANT COURSE SPECIFIC ENROLMENT ADVICE

**Students are expected to enrol as per the standard structure outlined on this Course Summary Sheet, and are responsible for ensuring their unit selection is correct. Failure to do so may result in financial and academic penalties.**

This is an exit award only.

**Course Design:** Students must complete a minimum of 12 units (72cp) from the MBA core and no more than 4 units (24cp) of electives.

**Articulation:** This course articulates with Master of Business Administration (MBA).

#### Course Structure and Unit Selection

Students should contact the Brisbane Graduate School of Business on (07) 3138 1264 to discuss their Enrolment Program.

#### Electives

The Schedule of Unit Offerings to 2009 is available from the Brisbane Graduate School of Business website at [www.bgsb.qut.edu.au/study/mba/mbaunits/offerings.jsp](http://www.bgsb.qut.edu.au/study/mba/mbaunits/offerings.jsp) or contact BGSB Student Services on Level 1, B Block, telephone: (07) 3138 1264, fax (07) 3138 1055 or e-mail: [bgsbenq@qut.edu.au](mailto:bgsbenq@qut.edu.au).

#### Teaching Period (6TP1, 6TP2, 6TP3, 6TP4, 6TP5, 6TP6)

Students undertaking 6 credit point units will be required to nominate a teaching period which correlates to the start date of teaching. The terminology for these is 6TP1 through to 6TP6 and students will need to nominate the correct teaching period on their online enrolment. Please refer to the BGSB Academic Calendar for the start dates of each teaching period: [www.bgsb.qut.edu.au/study/current/timetables/mbatimetables.jsp](http://www.bgsb.qut.edu.au/study/current/timetables/mbatimetables.jsp).

#### Prerequisites

Prerequisite requirements for the following units are deemed to have been satisfied upon admission to this course, except for those specifically identified in brackets and italics. Where elective units may be undertaken, students should check prerequisite requirements in the unit synopsis section of the QUT Handbook and obtain approval from the Subject Area Coordinator prior to enrolment.

#### Unit Offerings

Students are advised to consult the Faculty timetable prior to the start of each teaching period, as information at this stage is tentative: [www.bgsb.qut.edu.au/study/current/timetables/mbatimetables.jsp](http://www.bgsb.qut.edu.au/study/current/timetables/mbatimetables.jsp).

**Important Note: please ensure you select the correct teaching period, class and location code for all units you are enrolled in. All units in this course have a location of Gardens Point and a class of Internal.**

## COURSE STRUCTURE

Students must complete a minimum of 12 of the MBA core units, with the remaining 24cp taken as elective units or core units not yet completed.

MBA core units may be selected from either the old core unit list (refer to [Course Updates](#) on page 7) or the new core unit structure below.

MBA Core Units	Credit Points	Contact Hrs/Wk	Teaching Period
GSN401 Managing in the Global Business Environment	6	3	6TP1:2:3:4:5:6
GSN403 Understanding Data	6	3	6TP1:3:5
GSN404 Financial Statements Analysis	6	3	6TP2:4:6
GSN405 Strategic Management ( <i>GSN401</i> )	6	3	6TP1:3:5
GSN406 Human Resource Management Issues ( <i>GSN401, 409</i> )	6	3	6TP2:4:6
GSN407 Business Communication	6	3	6TP2:4:6
GSN408 Fundamentals of Marketing Management	6	3	6TP1:3:4:5
GSN409 Organisational Behaviour 1	6	3	6TP3:5
GSN410 Entrepreneurship	6	3	6TP2:4:6
GSN412 Business Law 1 ( <i>GSN401</i> )	6	3	6TP1:3:5
GSN413 Financial Management 1 ( <i>GSN403</i> )	6	3	6TP2:4:6
GSN415 Understanding Leadership	6	3	6TP1:3:5
GSN460 Creative Problem Solving	6	3	6TP2:4:6
GSN490 Managing Technological Innovation ( <i>48cp including GSN405</i> )	6	3	6TP1:3:5
GSN491 Economics in Business 1	6	3	6TP2:4:6

## Concentrations and Minors

Students may complete one or more concentration and/or minor through careful choice of their 24 credit points of electives. Students with a prior degree in a business area may be allowed to bypass some introductory core units and take additional electives instead, and thus complete additional minors or concentrations. Students must seek advice from BGSB Student Services before applying for credit or substitutions.

Please refer to QUT Virtual for the timetable and availability of units. Classes are subject to change and availability is dependent upon numbers. The BGSB reserves the right to run any of these units in an alternative delivery mode if there are less than 15 enrolments.

Concentrations (36 credit points) and minors (24 credit points) are available in the areas listed below.

### Accounting

#### Minor

Core Unit GSN404 Financial Statements Analysis  
 Required Unit GSN427 Financial Statements Analysis (*GSN404*)  
 Elective Units Choose 12cp from list below

#### Concentration

Core Unit GSN404 Financial Statements Analysis  
 Required Unit GSN427 Financial Statements Analysis (*GSN404*)  
 Elective Units Choose 24cp from list below

#### Elective List

AYN414 Cost and Management Accounting (*AYN416*); AYN416 Financial Accounting 1; AYN417 Financial Accounting 2 (*AYN416*); AYN418 Financial Accounting 3 (*AYN417*); AYN424 International Accounting<sup>1</sup>; AYN439 Management Accounting (*AYN414*); AYN443 Electronic Commerce Cycles (*AYN416*)

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Accounting Elective List.

### Business Communication

#### Minor

Core Unit GSN407 Business Communication

Required Unit GSN417 Effective Advocacy for Managers (*GSN407*)

Elective Units Choose 12cp from list below

**Concentration**

Core Unit GSN407 Business Communication

Required Unit GSN417 Effective Advocacy for Managers (*GSN407*)

Elective Units Choose 24cp from list below

**Elective List**

GSN457 Organisational Communication & Influence (*GSN407*); GSN462 Negotiation Strategies (*GSN407*); GSN496 Public Relations and Crisis Management; AMN465 Public Relations Management; QCD110 Communication for Business 1<sup>2</sup>; QCD210 Communication for Business 2 (*QCD110*)<sup>2</sup>

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Business Communication Concentration and Minor.

**Corporate Governance**

**Minor**

Core Units GSN404 Financial Statements Analysis; GSN412 Business Law 1 (*GSN401*); GSN473 Corporate Governance and Accountability (*96cp including GSN404, 405, 412*)

Required Unit GSN472 Legal Principles of Corporate Governance (*GSN412*)

**Concentration**

Core Units GSN404 Financial Statements Analysis; GSN405 Strategic Management (*GSN401*); GSN412 Business Law 1 (*GSN401*); GSN473 Corporate Governance and Accountability (*96cp including GSN404, 405, 412*)

Required Unit GSN472 Legal Principles of Corporate Governance (*GSN412*)

Elective Units Choose 6cp from list below

**Elective List**

GSN422 Business Law 2 (*GSN412*); GSN427 Financial Statements Analysis (*GSN404*); GSN456 Personal Development & Ethics for Managers; GSN480 Business Sustainability and Competitive Advantage (*GSN411 or 414 or 491*); GSN483 Ethics for Philanthropic & Nonprofit Organisations; GSN484 Management for Philanthropic & Nonprofit Organisations; GSN485 Legal Issues for Philanthropic & Nonprofit Organisations; GSN486 Accounting Issues for Philanthropic & Nonprofit Organisations; GSN224 Corporate Philanthropy; GSN233 Special Topic in Philanthropy & Nonprofit Studies; AYN412 Company Law (*AYN410*)

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Corporate Governance Elective List.

**Economics**

**Minor**

Core Unit GSN491 Economics in Business 1

Required Unit GSN492 Economics in Business 2 (*GSN491*)

Elective Units Choose 12cp from list below

**Concentration**

Core Unit GSN491 Economics in Business 1

Required Unit GSN492 Economics in Business 2 (*GSN491*)

Elective Units Choose 24cp from list below

**Elective List**

BSN506 Econometric Methods; EFN410 Economic & Financial Modelling (*EFN412*); EFN500 Contemporary Macroeconomic Theory<sup>3</sup>; EFN502 Developments in Microeconomic Theories.

**ATTENTION CONTINUING STUDENTS:** you must refer to the [Course Updates](#) page regarding changes to the Economics Concentration and Minor.

**Entrepreneurship**

**Minor**

Core Units GSN410 Entrepreneurship; GSN416 Business Plans 1 (*96cp including GSN404, 408, 410, 413, 415*); GSN460 Creative Problem Solving

Required Unit GSN420 New Venture Strategy (*GSN405, 410*)

**Concentration**

Core Units GSN410 Entrepreneurship; GSN416 Business Plans 1 (*96cp including GSN404, 408, 410, 413, 415*); GSN460 Creative Problem Solving

Required Unit GSN420 New Venture Strategy (*GSN405, 410*)

Elective Units Choose 12cp from list below

### **Elective List**

GSN426 Business Plans 2 (*GSN416, 420 and 429 OR GSN416, 420, 427 and 430*); GSN429 New Venture Marketing (*GSN408, 410*); GSN430 New Venture Funding (*GSN404, 410*); GSN431 New Venture Growth & Transitions (*GSN405, 410*); GSN432 New Venture Leadership & Human Resource Management (*GSN410, 415*); GSN434 Venture Capital (*GSN404, 410, 413*); GSN479 Spreadsheet Modelling for Managers (*GSN403, 413*), GSN494 Innovating for Business Competitiveness (*GSN405, 410*)

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Entrepreneurship Concentration and Minor.

### **Finance**

#### **Minor**

Core Unit GSN413 Financial Management 1 (*GSN403*); GSN491 Economics in Business 1  
Required Unit GSN423 Financial Management 2 (*GSN413*)  
Elective Units Choose 6cp from list below

#### **Concentration**

Core Unit GSN413 Financial Management 1 (*GSN403*); GSN491 Economics in Business 1  
Required Unit GSN423 Financial Management 2 (*GSN413*)  
Elective Units Choose 18cp from list below

### **Elective List**

GSN430 New Venture Funding (*GSN404, 410*); GSN434 Venture Capital (*GSN404, 410, 413*); GSN479 Spreadsheet Modelling for Managers (*GSN403, 413*); GSN492 Economics in Business 2 (*GSN491*); EFN401 Advanced Financial Institutions Management (*an U/G degree in Economics or Finance*); EFN412 Advanced Managerial Finance (*EFN406*); EFN414 International Finance (*EFN406*); EFN415 Security Analysis (*EFN406*); EFN416 Treasury & Portfolio Management (*an U/G degree in Economics or Finance, or EFN406*); EFN501 Corporate and Commercial Lending; EFN506 Advanced International Finance (*an U/G degree in Finance or EFN414*)

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Finance Concentration and Minor.

### **Health Services Management**

#### **Minor**

Core Unit GSN491 Economics in Business 1  
Required Unit PUN692 Health Care Delivery Systems  
Elective Units Choose 6cp from list below

#### **Concentration**

Core Unit GSN491 Economics in Business 1  
Required Unit PUN692 Health Care Delivery Systems  
Elective Units Choose 18cp from list below

### **Elective List**

LWS006 Health, Ethics and the Law; PUP415 Occupational Health (*PUN301*); PUN601 Contemporary Health Policy; PUN608 Health Economics (*PUN692*); PUN609 Health Care Finance; PUN610 Health Services Management (*PUN692*); PUN615 Advanced Health Services Management (*PUN610*); PUN617 Environmental Health Management

### **Human Resource Management**

#### **Minor**

Core Units GSN406 Human Resources Management Issues (*GSN401, 409*); GSN409 Organisational Behaviour 1  
Required Unit MGN427 Human Resource Management

#### **Concentration**

Core Units GSN406 Human Resources Management Issues (*GSN401, 409*); GSN409 Organisational Behaviour 1  
Required Unit MGN427 Human Resource Management  
Elective Units Choose 12cp from list below

### **Elective List**

GSN419 Organisational Behaviour 2 (*GSN409*); GSN432 New Venture Leadership & Human Resource Management (*GSN410, 415*); GSN452 International Human Resource Management (*GSN406*); MGN421 Strategic Human Resource Management; MGN422 Contemporary Issues & Practices in Employee Relations (*48cp*); MGN505 Consulting and Change Management

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Human Resource Management Concentration and Minor.

### **Information Technology Management**

#### **Minor**

Required Unit GSN490 Managing Technological Innovation (*48cp including GSN405*)  
Elective Units Choose 24cp from list below

#### **Concentration**

Required Unit GSN490 Managing Technological Innovation (*48cp including GSN405*)

Elective Units Choose 36cp from list below

### **Elective List**

ITN201 Enterprise Architectures; ITN228 Enterprise Systems (*ITN201*); ITN241 Information Technology Management (*ITN201*); ITN264 Information Systems Consulting; ITN266 Information Management (*ITN201*); ITN272 Information Technology Project Management; ITN298 Business Process Management (*ITN228 or ITN233*)

### **International Business**

#### **Minor**

Core Unit GSN401 Managing in the Global Business Environment

Elective Units Choose 18cp from list below

#### **Concentration**

Core Unit GSN401 Managing in the Global Business Environment

Elective Units Choose 30cp from list below

### **Elective List**

GSN428 International Study Tour (*48cp or permission of MBA Director*); GSN445 Special Topic 2 Doing Business with China; GSN452 International Human Resource Management (*GSN406*); GSN462 Negotiation Strategies (*GSN407*); AYN424 International Accounting; EFN414 International Finance & Resource Management (*GSN413*); IBN403 Business in Asia; IBN404 Business in Europe; IBN409 Negotiating Across Borders; IBN410 International Logistics Management; IBN421 Marketing Internationally (*48cp*); IBN435 Business in Australia<sup>4</sup>

### **Leadership**

#### **Minor**

Core Units GSN407 Business Communication; GSN415 Understanding Leadership

Required Unit GSN425 Leadership Development (*GSN415*)

Elective Units Choose 6cp from list below

#### **Concentration**

Core Units GSN407 Business Communication; GSN415 Understanding Leadership

Required Units GSN417 Effective Advocacy for Managers (*GSN407*); GSN425 Leadership Development (*GSN415*)

Elective Units Choose 12cp from list below

### **Elective List**

GSN432 New Venture Leadership & Human Resource Management (*GSN410, 415*); GSN456 Personal Development & Ethics for Managers; GSN457 Organisational Communication & Influence (*GSN407*); GSN480 Business Sustainability and Competitive Advantage (*GSN411 or 414 or 491*); GSN496 Public Relations and Crisis Management; MGN505 Consulting and Change Management

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Leadership Concentration and Minor.

### **Marketing**

#### **Minor**

Core Unit GSN408 Fundamentals of Marketing Management

Required Unit GSN418 Marketing Strategy Development (*GSN408*)

Elective Units Choose 12cp from list below

#### **Concentration**

Core Unit GSN408 Fundamentals of Marketing Management

Required Unit GSN418 Marketing Strategy Development (*GSN408*)

Elective Units Choose 24cp from list below

### **Elective List**

GSN429 New Venture Marketing (*GSN408, 410*); GSN447 Strategic Internet Marketing 1 (*GSN408*); GSN476 Sales Management (*GSN405, 406, 408*); GSN479 Spreadsheet Modeling for Managers (*GSN403, 413*); GSN487 Marketing for the Nonprofit Sector (*GSN408*); ); GSN493 Customer Relationship Management (*GSN405, 408*); GSN496 Public Relations and Crisis Management; AMN400 Consumer Behaviour; AMN401 Integrated Marketing Communication; AMN403 Marketing & Survey Research; AMN420 Advertising Management; AMN421 Contemporary Issues in Advertising; AMN423 Strategies for Creative Advertising; AMN461 Corporate Media Strategy & Tactics; AMN465 Public Relations Management

### **Philanthropy & Nonprofit Studies**

#### **Minor**

Required Units GSN224 Corporate Philanthropy; GSN481 Philanthropic & Nonprofit Frameworks of Governance; GSN482 Philanthropic & Nonprofit Economics

#### **Concentration**

Required Units GSN224 Corporate Philanthropy; GSN481 Philanthropic & Nonprofit Frameworks of Governance; GSN482 Philanthropic & Nonprofit Economics

Elective Units Choose 12cp from list below

### **Elective List**

GSN483 Ethics for Philanthropic & Nonprofit Organisations; GSN484 Management for Philanthropic & Nonprofit Organisations; GSN485 Legal Issues for Philanthropic & Nonprofit Organisations; GSN486 Accounting Issues for Philanthropic & Nonprofit Organisations; GSN487 Marketing for the Nonprofit Sector (*GSN408*); GSN488 Fundraising Development Principles, GSN489 Fundraising Development Techniques; GSN233 Special Topic in Philanthropic & Nonprofit Studies

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Philanthropy & Nonprofit Studies Concentration and Minor.

### **Project Management**

#### **Minor**

Required Units GSN440 Risk Management 1 (*GSN401*); GSN442 Project Management 1 (*GSN401*);  
GSN443 Project Management 2 (*GSN442*)

Elective Unit Choose 6cp from list below

#### **Concentration**

Required Units GSN440 Risk Management 1 (*GSN401*); GSN442 Project Management 1 (*GSN401*);  
GSN443 Project Management 2 (*GSN442*)

Elective Units Choose 18cp from list below

### **Elective List**

GSN438 Production & Operations Management 1 (*GSN401*); GSN441 Risk Management 2 (*GSN440*); GSN461 Making Change Work (*GSN401, 409*); GSN477 Contract Management (*GSN405*); GSN479 Spreadsheet Modelling for Managers (*GSN403, 413*)

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Project Management Concentration and Minor.

### **Strategy**

#### **Minor**

Core Unit GSN405 Strategic Management (*GSN401*)

Required Unit GSN474 Strategy Planning and Development (*GSN405*)

Elective Units Choose 12cp from list below

#### **Concentration**

Core Unit GSN405 Strategic Management (*GSN401*)

Required Unit GSN474 Strategy Planning and Development (*GSN405*)

Elective Units Choose 24cp from list below

### **Elective List**

GSN420 New Venture Strategy (*GSN405, 410*); GSN426 Business Plans 2 (*GSN416, 420 and 429 OR GSN416, 420, 427 and 430*); GSN431 New Venture Growth & Transitions (*GSN405, 410*); GSN461 Making Change Work (*GSN401, 409*); GSN475 Strategic Analysis (*GSN405, GSN474*); GSN494 Innovating for Business Competitiveness (*GSN405, 410*); MGN505 Consulting and Change Management

**ATTENTION CONTINUING STUDENTS:** you must refer to the '[Course Updates](#)' page regarding changes to the Strategy Concentration and Minor.

## COURSE UPDATES

### IMPORTANT ENROLMENT INFORMATION FOR CONTINUING STUDENTS

The information below is to inform students of changes to course information. Students should read the course requirements information that applies to all continuing students and any other information below that pertains to their program of study. Students who require further advice should consult the relevant school to ensure that course requirements are met.

#### **COURSE REQUIREMENTS**

No updates have been made to the requirements of this course.

#### **MBA CORE**

The MBA core units have been revised from 6TP1 2005 to include 15 core and 2 integrative core units (refer to GS40 Course Summary Sheet for details). The units GSN402, GSN411 and GSN414 have been discontinued as part of the MBA core. The 2 integrative core units, GSN416 Business Plans 1 and GSN473 Corporate Governance and Accountability, are not available to Graduate Diploma students due to the prerequisite requirement of 96cp.

Continuing students are strongly encouraged to transfer into the GS40 Master of Business Administration and new core unit structure.

When selecting new core units, please note that the new core unit GSN490 Managing Technological Innovation is incompatible with the discontinued core unit GSN402 Strategic Use of Information Technology, and the new core unit GSN491 Economics in Business 1 is incompatible with GSN414. If you have completed GSN402 you cannot enrol in GSN490, and if you have completed GSN414 you cannot enrol in GSN491.

Continuing students who plan to exit with the Graduate Diploma award may transfer into the new MBA core structure (refer to page 2 for details) or continue under the previous core unit structure (listed below).

#### Previous MBA core structure:

<b>Core Units</b>	<b>Credit Points</b>	<b>Contact Hrs/Wk</b>	<b>Teaching Period</b>
GSN401 Managing in the Global Business Environment	6	3	6TP1:2:3:4:5:6
GSN402 Strategic Use of Information Technology	-	<i>No Longer Offered</i>	-
GSN403 Understanding Data	6	3	6TP1:3:5
GSN404 Financial Statements Analysis	6	3	6TP2:4:6
GSN405 Strategic Management	6	3	6TP1:3:5
GSN406 Human Resource Management Issues	6	3	6TP2:4:6
GSN407 Business Communication	6	3	6TP2:4:6
GSN408 Fundamentals of Marketing Management	6	3	6TP1:3:4:5
GSN409 Organisational Behaviour 1	6	3	6TP3:5
GSN410 Entrepreneurship	6	3	6TP2:4:6
GSN411 Economics of Strategy 1	-	<i>No Longer Offered</i>	-
GSN412 Business Law 1	6	3	6TP1:3:5
GSN413 Financial Management 1	6	3	6TP2:4:6
GSN414 Business Conditions Analysis 1	-	<i>No Longer Offered</i>	-
GSN415 Understanding Leadership	6	3	6TP1:3:5

From 6TP6, 2003 the GSN410 Entrepreneurship prerequisite/corequisite requirement of GSN408 has been removed.

#### **CONCENTRATION AND MINORS**

##### **Accounting**

From 6TP1 2006, the incompatibility between GSN404 Financial Statements Analysis, GSN427 Financial Statements Analysis and AYN416 Financial Accounting 1 was removed.

##### **Arts and Cultural Management**

Arts and Cultural Management is only available to students who commenced prior to Semester 1, 2006. Those students may continue this concentration/minor through to the completion of their course. The following units have been recoded and are now administered by the Creative Industries Faculty.

GSN225 Business Development in Creative Industries is now KKP402 Business Development in Creative Industries

GSN226 Arts Policy & Strategy is now KCP401 Creative Industries: Theory and Policy

GSN227 Arts & Cultural Management is now KTP409 Arts and Cultural Management

GSN228 Marketing Arts & Culture is now KTP408 Marketing Arts and Culture

##### **Minor**

Elective Units Choose 24cp from list below

##### **Concentration**

Elective Units Choose 36cp from list below

### **Elective List**

KKP402 Business Development in Creative Industries; KCP401 Creative Industries: Theory and Policy, KTP408 Marketing Arts & Culture; KTP409 Arts & Cultural Management; GSN488 Fundraising Development Principles; GSN489 Fundraising Development Techniques (*GSN488*)

Commencing Semester 2, 2005 the unit GSN232 Fundraising Principles (12cp) has been replaced with two 6cp units, GSN488 Fundraising Development Principles and GSN489 Fundraising Development Techniques.

### **Business Communication**

The inactive units GSN458 Intercultural Business Communication and GSN459 Communication Planning for Organisations may be counted toward this concentration and minor.

AMN465 Public Relations Management was added as an elective unit from 6TP3, 2004.

### **Corporate Governance**

The unit GSN473 Corporate Accountability and Governance was renamed Corporate Governance and Accountability from 6TP5, 2005.

From 6TP5, 2005, GSN415 Understanding Leadership was removed from the elective list.

From 6TP1 2005, GSN473 Corporate Governance and Accountability has been revised as an integrative core MBA unit and cannot be undertaken by students enrolled in the Graduate Diploma due to the prerequisite requirement of 96cp. Students who commenced prior to 6TP1 2005 or who are exiting the MBA early and have already completed GSN473 may continue under the previous structure:

#### **Minor**

Core Units GSN404 Financial Statements Analysis; GSN412 Business Law 1

Required Units GSN472 Legal Principles of Corporate Governance; GSN473 Corporate Accountability and Governance

#### **Concentration**

Core Units GSN404 Financial Statements Analysis; GSN412 Business Law 1

Required Units GSN472 Legal Principles of Corporate Governance; GSN473 Corporate Accountability and Governance

Elective Units Choose 12cp from list below

#### **Elective List**

GSN405 Strategic Management; GSN415 Understanding Leadership; GSN422 Business Law 2; GSN427 Financial Statements Analysis; GSN480 Business Sustainability and Competitive Advantage; GSN224 Corporate Philanthropy; GSN483 Ethics for Philanthropic & Nonprofit Organisations; GSN484 Management for Philanthropic & Nonprofit Organisations; GSN485 Legal Issues for Philanthropic & Nonprofit Organisations; GSN486 Accounting Issues for Philanthropic & Nonprofit Organisations; GSN233 Special Topic in Philanthropy & Nonprofit Studies; AYN412 Company Law

The unit GSN472 Principles of Corporate Governance was renamed Legal Principles of Corporate Governance from 6TP5, 2004.

Commencing Semester 1, 2004 the units GSN230 and GSN231 (12 cp) has been replaced by two 6cp units respectively. GSN230 is incompatible with GSN483 and GSN484; and GSN231 is incompatible with GSN485 and GSN486.

### **Economics**

The units GSN411 and GSN414 have been discontinued as part of the MBA core, and the units GSN421, GSN424, GSN451, GSN453 and GSN454 have been made inactive. Students who commenced prior to 6TP1 2005 and have completed the discontinued units may continue under the previous structure:

#### **Minor**

Core Unit GSN411 Economics of Strategy 1; GSN414 Business Conditions Analysis 1

Required Units GSN421 Economics of Strategy 2; GSN424 Business Conditions Analysis 2

#### **Concentration**

Core Unit GSN411 Economics of Strategy 1; GSN414 Business Conditions Analysis 1

Required Units GSN421 Economics of Strategy 2; GSN424 Business Conditions Analysis 2

Elective Units Choose 12cp from list below

#### **Elective List**

GSN451 Contemporary Issues in the International Political Economy; GSN453 Economics of Health & Health Care; GSN454 Economics of Information & Electronic Commerce; BSN506 Econometric Methods; EFN410 Economic & Financial Modelling; EFN500 Contemporary Macroeconomic Theory; EFN502 Developments in Microeconomic Theories

From Semester 1, 2004 the unit EFN410 Economic and Financial Modelling has an additional prerequisite requirement of EFN412 Advanced Managerial Finance.

## Electronic Business

The Electronic Business concentration and minor is only available to students who commenced prior to Semester 2, 2005.

The units GSN435, GSN448, GSN454, GSN463, GSN464, GSN465, GSN466, GSN467, GSN468, GSN469, GSN470 and GSN471 have been made inactive. Students who commenced prior to 6TP3 2005 and have completed the discontinued units may continue under the previous structure:

### Minor

Core Unit GSN490 Managing Technological Innovation (*48cp including GSN405*)

Required Units GSN435 Electronic Commerce; GSN470 E-Business

Elective Units Choose 6cp from list below

### Concentration

Core Unit GSN490 Managing Technological Innovation (*48cp including GSN405*)

Required Units GSN435 Electronic Commerce; GSN470 E-Business

Elective Units Choose 18cp from list below

### Elective List

GSN447 Strategic Internet Marketing 1 (*GSN408*); GSN448 Strategic Internet Marketing 2 (*GSN447*); GSN454 Economics of Information & E-Commerce (*GSN411 or 414 or 491*); GSN466 Technology Infrastructure Management; GSN467 Knowledge Management; GSN469 Internet Applications; AYN446 The Law of E-Commerce; AYN448 Management of Electronic Business Processes; ITN260 Electronic Commerce Site Development (*ITN257 or ITN520*); ITN266 Principles of Information Management; ITN272 Information Technology Project Management

The unit GSN402 has been discontinued as part of the MBA core. Students who commenced prior to 6TP1 2005 and have completed the discontinued units may continue under the previous structure:

### Minor

Core Unit GSN402 Strategic Use of Information Technology

Required Units GSN435 Electronic Commerce; GSN470 E-Business

Elective Units Choose 6cp from list below

### Concentration

Core Unit GSN402 Strategic Use of Information Technology

Required Units GSN435 Electronic Commerce; GSN469 Internet Applications; GSN470 E-Business

Elective Units Choose 12cp from list below

### Elective List

GSN435 Electronic Commerce; GSN447 Strategic Internet Marketing 1; GSN448 Strategic Internet Marketing 2; GSN454 Economics of Information & E-Commerce; GSN463 Australian E-Communications Policy; GSN464 International E-Communications Policy; GSN465 Advanced E-Commerce; GSN466 Technology Infrastructure Management; GSN467 Knowledge Management; GSN468 Public & Commercial Policy in the ICT Sector; GSN469 Internet Applications; GSN470 E-Business; GSN471 E-Publishing; AYN446 The Law of E-Commerce; AYN448 Management of Electronic Business Processes; ITN260 Electronic Commerce Site Development; ITN272 Information Technology Project Management

## Entrepreneurship

For students commencing from 6TP1 2005, the core unit GSN460 Creative Problem Solving is included in the Entrepreneurship concentration and minor. For students continuing under the old core unit structure, while GSN460 is not a required unit, it may be included as an elective unit under the previous Entrepreneurship concentration and minor structure (listed below).

From 6TP1 2005, GSN416 Business Plans 1 has been revised as an integrative MBA unit and cannot be undertaken by students enrolled in the Graduate Diploma due to the prerequisite requirement of 96cp.

Students who commenced prior to 6TP1 2005 or who are exiting the MBA early and have already completed GSN416 may continue under the previous structure:

### Minor

Core Unit GSN410 Entrepreneurship

Required Units GSN416 Business Plans 1; GSN420 New Venture Strategy

Elective Units Choose 6cp from list below

### Concentration

Core Unit GSN410 Entrepreneurship

Required Units GSN416 Business Plans 1; GSN420 New Venture Strategy

Elective Units Choose 18cp from list below

### Elective List

GSN426 Business Plans 2; GSN429 New Venture Marketing; GSN430 New Venture Funding; GSN431 New Venture Growth & Transitions; GSN432 New Venture Leadership & Human Resource Management; GSN434 Venture Capital; GSN479 Spreadsheet Modelling for Managers

From 6TP1 2005, GSN426 Business Plans 2 is no longer a required unit in the Entrepreneurship concentration.

From 6TP6 2004, the GSN434 Venture Capital prerequisite units are GSN404, 410 and 420.

The unit GSN405 Strategic Management is a prerequisite to GSN420 New Venture Strategy for students enrolled from 6TP6, 2002. The units GSN405 and GSN420 are incompatible for students enrolled prior to Semester 2, 2002.

From Semester 2, 2003 the prerequisite units for GSN426 Business Plans 2 are either GSN416, 420 and 429 OR GSN416, 420, 427 and 430. Students who have not undertaken GSN426 must ensure that they meet prerequisite requirements.

From Semester 2, 2003 the prerequisite units GSN410 and GSN415 are no longer required for GSN460 Creative Problem Solving.

Students who commenced prior to Semester 2, 2003 may continue under the previous structure:

#### **Minor**

Core Unit GSN410 Entrepreneurship; GSN416 Business Plans 1

Required Units GSN420 New Venture Strategy

Elective Units Choose 6cp from list below

#### **Concentration**

Core Unit GSN410 Entrepreneurship; GSN416 Business Plans 1

Required Units GSN420 New Venture Strategy; GSN426 Business Plans 2

Elective Units Choose 12cp from list below

#### **Elective List**

GSN429 New Venture Marketing; GSN430 New Venture Funding; GSN431 New Venture Growth & Transitions; GSN432 New Venture Leadership & Human Resource Management; GSN434 Venture Capital; GSN435 Electronic Commerce; GSN447 Strategic Internet Marketing 1; GSN448 Strategic Internet Marketing 2; GSN460 Creative Problem Solving; GSN470 E-Business; GSN480 Business Sustainability and Competitive Advantage; AMN443 Product & Service Innovation

#### **Finance**

The unit GSN414 has been discontinued as part of the MBA core, and the units GSN424 and GSN451 have been made inactive. Students who commenced prior to 6TP1 2005 and have completed the discontinued units may continue under the previous structure:

#### **Minor**

Core Unit GSN413 Financial Management 1; GSN414 Business Conditions Analysis 1

Required Units GSN423 Financial Management 2

Elective Units Choose 6cp from list below

#### **Concentration**

Core Unit GSN413 Financial Management 1; GSN414 Business Conditions Analysis 1

Required Units GSN423 Financial Management 2

Elective Units Choose 18cp from list below

#### **Elective List**

GSN424 Business Conditions Analysis 2; GSN430 New Venture Funding;; GSN434 Venture Capital; GSN451 Contemporary Issues in the International Political Economy; GSN479 Spreadsheet Modelling for Managers; EFN401 Advanced Financial Institutions Management; EFN412 Advanced Managerial Finance; EFN414 International Finance; EFN415 Security Analysis; EFN416 Treasury & Portfolio Management; EFN501 Corporate and Commercial Lending; EFN506 Advanced International Finance

From 6TP6 2004, the GSN434 Venture Capital prerequisite units are GSN404, 410 and 420.

EFN401 Advanced Financial Institutions Management and EFN501 Corporate and Commercial Lending were added as elective units from 6TP4, 2004.

#### **Health Services Management**

The inactive units GSN450 Public Sector & Social Marketing 2 and GSN453 Economics of Health and Health Care may be counted toward this concentration and minor.

The unit GSN453 Economics of Health and Health Care is incompatible with PUN608 Health Economics.

#### **Human Resource Management**

The inactive unit GSN207 Organisational Analysis & Consulting may be counted toward this concentration and minor.

#### **Information Technology Management**

The discontinued units GSN470 E-Business, ITN220 Major Issues in Information Systems, ITN255 Knowledge Management and ITN330 Information Issues & Policy may be counted toward this concentration and minor.

ITN201 Enterprise Architectures, ITN228 Enterprise Systems, ITN241 Information Technology Management, and ITN264 IT Consulting were added as elective units from Semester 1, 2007.

Students who commenced prior to Semester 1, 2007 may continue under the previous structure:

### **Minor**

Required Units GSN470 E-Business; GSN490 Managing Technological Innovation (48cp including GSN405)

Elective Units Choose 12cp from list below

### **Concentration**

Required Units GSN470 E-Business; GSN490 Managing Technological Innovation (48cp including GSN405)

Elective Units Choose 24cp from list below

### **Elective List**

ITN220 Major Issues in Information Systems; ITN298 Process Engineering (ITN228 & ITN222); ITN255 Knowledge Management (ITN241 or ITN266); ITN272 Information Technology Project Management (ITN241); ITN330 Information Issues & Policy; ITN266 Information Management (ITN201)

### **International Business**

The inactive units GSN451 Contemporary Issues in the International Political Economy, GSN458 Intercultural Business Communication and MGN404 Managing & Organising Global Firms may be counted toward this concentration and minor.

### **Leadership**

The inactive units GSN458 Intercultural Business Communication and GSN207 Organisational Analysis & Consulting may be counted toward this concentration and minor.

The unit GSN415 Leadership 1 was renamed Understanding Leadership from 6TP4, 2003. The prerequisite unit GSN401 was also removed.

The unit GSN425 Leadership 2 was renamed Leadership Development from 6TP2, 2003.

From Semester 2, 2003 the prerequisite units GSN410 and GSN415 are no longer required for GSN460 Creative Problem Solving.

### **Marketing**

The inactive units GSN449 Public Sector & Social Marketing 1 and GSN450 Public Sector & Social Marketing 2 may be counted toward this concentration and minor.

GSN487 Marketing for the Nonprofit Sector was added as an elective unit from 6TP1, 2005.

GSN418 Marketing Strategy Development was removed as a prerequisite unit to GSN429 New Venture Marketing, GSN447 Strategic Internet Marketing 1 and GSN449 Public Sector & Social Marketing 1 from 6TP5, 2004.

GSN418 Marketing Strategy Development was removed as a corequisite unit to GSN429 New Venture Marketing from 6TP5, 2004.

The unit GSN429 Marketing Planning was renamed New Venture Marketing from 6TP3, 2003.

### **Philanthropy & Nonprofit Studies**

GSN487 Marketing for the Nonprofit Sector was added as an elective unit from 6TP1, 2005.

Commencing Semester 1, 2004 the units GSN229, GSN230 and GSN231 (12 cp) are replaced by two 6cp units respectively. Students who have completed GSN229 should not take GSN481 or GSN482; GSN230 is incompatible with GSN483 and GSN484; and GSN231 is incompatible with GSN485 and GSN486.

### **Project Management**

The inactive unit GSN439 Production & Operations Management 2 may be counted towards this concentration and minor.

### **Strategy**

The unit GSN411 has been discontinued as part of the MBA core, and the units GSN421 and GSN207 have been made inactive. Students who commenced prior to 6TP1 2005 and have completed the discontinued units may continue under the previous structure:

#### **Minor**

Core Unit GSN405 Strategic Management; GSN411 Economics of Strategy 1

Required Units GSN474 Strategy Planning and Development

Elective Units Choose 6cp from list below

#### **Concentration**

Core Unit GSN405 Strategic Management; GSN411 Economics of Strategy 1

Required Units GSN474 Strategy Planning and Development

Elective Units Choose 18cp from list below

**Elective List**

GSN420 New Venture Strategy; GSN421 Economics of Strategy 2; GSN426 Business Plans 2; GSN431 New Venture Growth & Transitions; GSN461 Making Change Work; GSN475 Strategic Analysis; GSN207 Organisational Analysis & Consulting

The unit GSN405 Strategic Management is a prerequisite to GSN420 New Venture Strategy for students enrolled from 6TP6, 2002. The units GSN405 and GSN420 are incompatible for students enrolled prior to Semester 2, 2002.

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<sup>1</sup> Students undertaking AYN424 would need to have completed an undergraduate degree in Accountancy, containing specific content. Please enquire for further details.

<sup>2</sup> Taken at Queensland University of Technology International College (for International Students only with permission of the MBA Director).

<sup>3</sup> Students undertaking EFN500 and EFN502 would need to have completed the equivalent of a second year undergraduate Economics degree at a recognised university. This would involve completing intermediate undergraduate macro and micro economics at the very least.

<sup>4</sup> This unit is available only to students new to Australia