

# M300 BACHELOR OF COMMERCE

## FACULTY OF BUSINESS AND LAW

### MARKETING MAJOR SEQUENCE



Waterfront Campus | Cloud Campus

FOR STUDENTS COMMENCING TRIMESTER 2 2020

Last updated 21/05/2020

When you first enrol via StudentConnect and go through the enrolment steps, you may be able to simply confirm any units that are pre-populated for you. You can also add any that you need to do, as part of your first year's enrolment – by using the information on this map and in the Handbook.

You must also complete the following compulsory zero (0) credit point units: [MAIO10 Academic Integrity](#) (0 credit points)

<b>YEAR 1</b> Year: 2020	Trimester 2				
	Trimester 3				

<b>YEAR 2</b> Year: 2021	Trimester 1				
	Trimester 2				
	Trimester 3				

<b>YEAR 3</b> Year: 2022	Trimester 1				
	Trimester 2				
	Trimester 3				

<b>YEAR</b> <b>4</b> Year: 2023	Trimester 1				
	Trimester 2				
	Trimester 3				

### M300 COURSE RULES

- Must pass 24 credit points for course
- Must pass ALL units in {MAA103, MAE101, MAF101, MAI010, MIS171, MLC101, MMK101, MMM132, MWL101}
- Must pass at least 6 credit points at level {3}
- Must pass at least 4 credit points from units owned by {Faculty of Business and Law}
- Must pass no more than 10 credit points at level {1}
- Must pass 1 unit set(s) in {Management (MJ-M30038), Management Information Systems (MJ-M30039), Marketing (MJ-M30040), Accounting (MJ-M30041), Economics (MJ-M30043), Financial Planning (MJ-M30044), Finance (MJ-M30045), Human Resource Management (MJ-M30046), Food and Agribusiness (MJ-M30047)}

FOR USE ONLY WHEN UNDERTAKING A CONSULTATION WITH A STUDENT ADVISER:

Student ID: _____		Name: _____			
Deakin email: _____			Preferred contact no: _____		
Year commenced:	Period commenced:	eCOE (if applicable):	Campus: _____	Mode: _____	
Student advisor: _____				Date: _____	

## M300 BACHELOR OF COMMERCE MAJOR UNIT SETS

ACCOUNTING (MJ-M30041)
<p><u>MAA250 Ethics for Financial Professionals</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA261 Financial Accounting</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA262 Management Accounting</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>
<p><u>MAA303 Audit and Assurance</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA310 Accounting and Society</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA363 Corporate Accounting</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAF203 Business Finance</u>            Trimester 1: Burwood (Melbourne)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>
<p><u>MLC301 Principles of Income Tax Law</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>

## Completion Rule

- Must pass 8 unit(s) in {MAA250, MAA261, MAA262, MAA303, MAA310, MAA363, MAF203, MLC301}

## Note(s)

Students should consult with their course advisor regarding the units required for professional recognition.

## ECONOMICS (MJ-M30043)

<p><u>MAE201 Competition and Industry</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAE203 The Global Economy</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Cloud (Online)</p>
<p><u>MAE214 Economic Strategy for Business</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MAE256 Analytical Methods in Economics and Finance</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAE301 Choice, Strategies and Dilemmas</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MAE304 Labour and Health Economics</u>            Trimester 1: Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAE305 Energy and Environment</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Waterfront (Geelong), Cloud (Online)</p>
<p><u>MAE306 Applied Econometrics for Economics and Finance</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAE307 Economic Policy and Practice</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MAE312 National Economic Policy</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>

Completion Rule

- Must pass 6 credit points in {MAE201, MAE203, MAE214, MAE256, MAE307, MAE312}
- Must pass 1 credit points in {MAE301, MAE304}
- Must pass 1 credit points in {MAE305, MAE306}

## FINANCE (MJ-M30045)

<p><u>MAA250 Ethics for Financial Professionals</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAE256 Analytical Methods in Economics and Finance</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAF202 Money and Capital Markets</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAF203 Business Finance</u>            Trimester 1: Burwood (Melbourne)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>
<p><u>MAF302 Corporate Finance</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>
<p><u>MAF306 International Finance and Investment</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne)</p>

MAF307 Equities and Investment Analysis  
Trimester 1: Burwood (Melbourne), Warrnambool  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAF308 Derivative and Fixed Income Securities  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass all unit(s) in {MAA250, MAE256, MAF202, MAF203, MAF302, MAF306, MAF307, MAF308}

Note(s)

Waterfront (Geelong) and Warrnambool students will be required to undertake units in Cloud (online) mode.

## FINANCIAL PLANNING (MJ-M30044)

MAA215 Client Behaviour and Decision Making  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAA250 Ethics for Financial Professionals  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MAA255 Financial Planning  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)  
Trimester 3: Cloud (Online)

MAA317 Superannuation Planning  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Cloud (Online)

MAA318 Advanced Financial Planning  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MAA319 Estate Planning and Insurance  
Trimester 1: Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MAF307 Equities and Investment Analysis  
Trimester 1: Burwood (Melbourne), Warrnambool  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MLC301 Principles of Income Tax Law  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Completion Rule

- Must pass all unit(s) in {MAA215, MAA250, MAA255, MAA317, MAA318, MAA319, MAF307, MLC301}

Note(s)

Waterfront (Geelong) and Warrnambool students will be required to undertake one unit in Cloud (online) mode.

## FOOD AND AGRIBUSINESS (MJ-M30047)

MAB242 Agribusiness Governance  
Trimester 2: Warrnambool, Cloud (Online)

MAB251 Agribusiness Resource Management  
Trimester 1: Warrnambool, Cloud (Online)

MAB341 Global Challenges: Food, Water and Climate  
Trimester 2: Warrnambool, Cloud (Online)

MAB352 Agribusiness Technology  
Trimester 1: Warrnambool, Cloud (Online)

MAB353 Applied Agribusiness Project  
Trimester 2: Warrnambool, Cloud (Online)

MAE203 The Global Economy  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Cloud (Online)

MAE256 Analytical Methods in Economics and Finance  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MIS313 Strategic Supply Chain Management  
Trimester 1: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass all unit(s) in {MAB242, MAB251, MAB341, MAB352, MAB353, MAE203, MAE256, MIS313}

Note(s)

MAB341 available from Trimester 1 2020

## HUMAN RESOURCE MANAGEMENT (MJ-M30046)

MMH230 Fundamentals of Human Resource Management  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MMH231 Human Resource Practice  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMH232 Human Resource Development  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MMH250 Workplace Counselling and Negotiation  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong)  
Trimester 2: Cloud (Online)

MMH331 Strategic Human Resource Management  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MMH349 Employment Relations  
Trimester 1: Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong)

MMH352 International Human Resource Management  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong)  
Trimester 2: Cloud (Online)

MMH356 Change Management  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Completion Rule

- Must pass all unit(s) in {MMH230, MMH231, MMH232, MMH250, MMH331, MMH349, MMH352, MMH356}

## MANAGEMENT (MJ-M30038)

<p><u>MMH230 Fundamentals of Human Resource Management</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMH356 Change Management</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMM240 Organisational Behaviour</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMM241 Entrepreneurship and Innovation</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMM267 Business Logistics</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMM306 Global Strategy and International Management</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMM308 Applied Management Capabilities</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMM343 Business Ethics</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>

Completion Rule

- Must pass all unit(s) in {MMH230, MMH356, MMM240, MMM241, MMM267, MMM306, MMM308, MMM343}

MANAGEMENT INFORMATION SYSTEMS (MJ-M30039)
<p><u>MIS201 Business Requirements Analysis</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MIS202 Managing Data and Information</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MIS231 Professional Ethics in the Digital Age</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MIS313 Strategic Supply Chain Management</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MIS352 Business Process Management</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MIS362 Social Media Analytics and Data Driven Innovation</u>            Trimester 2: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MIS398 Project Management</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MIS399 Applied Business Project</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MIT399 Applied Business Project (Study Tour)</u>            Trimester 2: Cloud (Online)</p>

Completion Rule

- Must pass all unit(s) in {MIS201, MIS202, MIS231, MIS313, MIS352, MIS362, MIS398}

- Must pass 1 unit(s) in {MIS399, MIT399}

Note(s)

Waterfront (Geelong) students will be required to undertake some units in Cloud (online) mode.

MARKETING (MJ-M30040)
<p><u>MMK251 Services Marketing</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMK266 Consumer Behaviour</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMK280 Brand Management</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMK295 Integrated Marketing Communications in the Digital Age</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMK325 Strategic Marketing</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMK365 Marketing Insights</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMK368 Business Marketing</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)</p>
<p><u>MMM343 Business Ethics</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MMT280 Brand Management (Tour)</u>            Trimester 2: Cloud (Online)            Trimester 3: Cloud (Online)</p>

Completion Rule

- Must pass all unit(s) in {MMK251, MMK266, MMK280, MMK295, MMK325, MMK365, MMK368, MMM343, MMT280}

Note(s)

Waterfront (Geelong) students will be required to undertake some units in Cloud (online) mode.

## M300 BACHELOR OF COMMERCE MINOR UNIT SETS

ACCOUNTING (MN-M30001)
<p><u>MAA250 Ethics for Financial Professionals</u>            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA261 Financial Accounting</u>            Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)            Trimester 2: Burwood (Melbourne), Cloud (Online)            Trimester 3: Burwood (Melbourne), Cloud (Online)</p>
<p><u>MAA262 Management Accounting</u>            Trimester 1: Burwood (Melbourne), Cloud (Online)            Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)</p>



MAA303 Audit and Assurance

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Trimester 3: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MAA250, MAA261, MAA262, MAA303}

**AGRIBUSINESS (MN-M30017)**

MAB242 Agribusiness Governance

Trimester 2: Warrnambool, Cloud (Online)

MAB251 Agribusiness Resource Management

Trimester 1: Warrnambool, Cloud (Online)

MAB341 Global Challenges: Food, Water and Climate

Trimester 2: Warrnambool, Cloud (Online)

MAB352 Agribusiness Technology

Trimester 1: Warrnambool, Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MAB242, MAB251, MAB341, MAB352}

**BUSINESS ANALYTICS (MN-M30011)**

MIS202 Managing Data and Information

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MIS271 Business Intelligence and Data Warehousing

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MIS272 Predictive Analytics

Trimester 2: Burwood (Melbourne), Cloud (Online)

MIS384 Marketing Analytics

Trimester 1: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MIS202, MIS271, MIS272, MIS384}

**ECONOMICS (MN-M30006)**

MAE201 Competition and Industry

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Trimester 2: Burwood (Melbourne), Cloud (Online)

MAE203 The Global Economy

Trimester 1: Burwood (Melbourne), Cloud (Online)

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Trimester 3: Cloud (Online)

MAE213 International Trade

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAE214 Economic Strategy for Business

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAE256 Analytical Methods in Economics and Finance

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Trimester 2: Burwood (Melbourne), Cloud (Online)

MAE301 Choice, Strategies and Dilemmas  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAE304 Labour and Health Economics  
Trimester 1: Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MAE305 Energy and Environment  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Waterfront (Geelong), Cloud (Online)

MAE306 Applied Econometrics for Economics and Finance  
Trimester 1: Burwood (Melbourne), Cloud (Online)

MAE308 Contemporary Issues in Trade and Development  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MAE312 National Economic Policy  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MAE315 International Banking and Finance

Completion Rule

- Must pass 3 unit(s) in {MAE201, MAE203, MAE312}
- Must pass 1 unit(s) in {MAE213, MAE214, MAE256, MAE301, MAE304, MAE305, MAE306, MAE308, MAE315}

#### EVENT MANAGEMENT (MN-M30013)

MIS398 Project Management  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMK295 Integrated Marketing Communications in the Digital Age  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MMM267 Business Logistics  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMM312 Event Management  
Trimester 1: Burwood (Melbourne)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MIS398, MMK295, MMM267, MMM312}

#### FINANCE (MN-M30005)

MAF202 Money and Capital Markets  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MAF203 Business Finance  
Trimester 1: Burwood (Melbourne)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MAF306 International Finance and Investment  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne)

MAF307 Equities and Investment Analysis  
Trimester 1: Burwood (Melbourne), Warrnambool  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MAF202, MAF203, MAF306, MAF307}

## GLOBAL STUDIES (MN-M30015)

### AIS101 Intercultural Communication

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### AIS204 Gender, Globalisation and Development

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

#### Note(s)

4 credit points of study comprising any combination\* of:

- An approved overseas study abroad or exchange program
- Work Integrated Learning unit

\*Examples of study combinations:

- Completion of 4 credit points of study abroad or exchange units
- Completion of 2 credit points of study abroad or exchange units, 1 credit point of a WIL unit and AIS101 (1 credit point)
- Completion of 1 credit points of study abroad or exchange unit, 1 credit point of a WIL unit, AIS101 (1 credit point) and AIS204 (1 credit point)

For more detailed information regarding this unit set, please refer to the University Handbook.

## HUMAN RESOURCE MANAGEMENT (MN-M30012)

### MMH230 Fundamentals of Human Resource Management

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Trimester 2: Cloud (Online)

Trimester 3: Burwood (Melbourne), Cloud (Online)

### MMH231 Human Resource Practice

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MMH232 Human Resource Development

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Trimester 2: Burwood (Melbourne), Cloud (Online)

### MMH250 Workplace Counselling and Negotiation

Trimester 1: Burwood (Melbourne), Waterfront (Geelong)

Trimester 2: Cloud (Online)

#### Completion Rule

- Must pass 4 unit(s) in {MMH230, MMH231, MMH232, MMH250}

## INTERNATIONAL TRADE (MN-M30007)

### MAE203 The Global Economy

Trimester 1: Burwood (Melbourne), Cloud (Online)

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Trimester 3: Cloud (Online)

### MAE213 International Trade

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MAE302 Macroeconomics of Open Economies

Trimester 1: Burwood (Melbourne), Cloud (Online)

### MAE308 Contemporary Issues in Trade and Development

Trimester 2: Burwood (Melbourne), Cloud (Online)

#### Completion Rule

- Must pass 4 unit(s) in {MAE203, MAE213, MAE302, MAE308}

## MARKETING (MN-M30008)

### MMK251 Services Marketing

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MMK266 Consumer Behaviour

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MMK295 Integrated Marketing Communications in the Digital Age

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

### MMK368 Business Marketing

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

#### Completion Rule

- Must pass 4 unit(s) in {MMK251, MMK266, MMK295, MMK368}

## PROFESSIONAL PRACTICE (MN-M30016)

### MWL205 Cultural Engagement

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

### MWL315 Industry Based Learning

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

### MWL316 Consultancy Experience

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

### MWL317 Entrepreneurship Experience

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

### MWL318 Internship

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

#### Completion Rule

- Must pass 4 unit(s) in {MWL205, MWL315, MWL316, MWL317, MWL318}

#### Note(s)

Alternatively students could choose 3 units in {MWL205, MWL315, MWL316} and a Work-Integrated Learning (WIL) unit from another Faculty (not Business and Law) with Course Director approval.

## PROJECT MANAGEMENT (MN-M30010)

### MIS201 Business Requirements Analysis

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MIS352 Business Process Management

Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

### MIS398 Project Management

Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMH356 Change Management  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MIS201, MIS352, MIS398, MMH356}

#### RETAIL MANAGEMENT (MN-M30009)

MIS313 Strategic Supply Chain Management  
Trimester 1: Burwood (Melbourne), Cloud (Online)

MMK217 Retail Management  
Trimester 1: Burwood (Melbourne), Cloud (Online)

MMK280 Brand Management  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MMK317 Advanced Retail Management  
Trimester 2: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MIS313, MMK217, MMK280, MMK317}

#### SOCIAL ENTREPRENEURSHIP (MN-M30014)

MMM241 Entrepreneurship and Innovation  
Trimester 1: Burwood (Melbourne), Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMM279 Creating and Managing Social Enterprises  
Trimester 2: Burwood (Melbourne)

MWL205 Cultural Engagement  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MWL317 Entrepreneurship Experience  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MWL318 Internship  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

Completion Rule

- Must pass 3 unit(s) in {MMM241, MMM279, MWL318}
- Must pass 1 credit points in {MWL205, MWL317}

#### TAXATION REGULATION (MN-M30003)

MLC203 Corporations Law  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)  
Trimester 3: Burwood (Melbourne), Cloud (Online)

MLC301 Principles of Income Tax Law  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)

MLC305 Business Tax Law  
Trimester 2: Burwood (Melbourne), Cloud (Online)

MLL329 Financial Services Regulation  
Trimester 2: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MLC203, MLC301, MLC305, MLL329}

## WEALTH MANAGEMENT (MN-M30004)

MAA255 Financial Planning  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 2: Burwood (Melbourne), Cloud (Online)  
Trimester 3: Cloud (Online)

MAA317 Superannuation Planning  
Trimester 1: Burwood (Melbourne), Waterfront (Geelong), Warrnambool, Cloud (Online)  
Trimester 3: Cloud (Online)

MAF307 Equities and Investment Analysis  
Trimester 1: Burwood (Melbourne), Warrnambool  
Trimester 2: Burwood (Melbourne), Waterfront (Geelong), Cloud (Online)

MMP212 Property Investment  
Trimester 1: Burwood (Melbourne), Cloud (Online)

Completion Rule

- Must pass 4 unit(s) in {MAA255, MAA317, MAF307, MMP212}

## GENERAL INFORMATION

This course map is a guide only. You must, in addition to using this map, ensure you meet the course rules and structure as set out in the official University Handbook - of the year you commenced your course ([deakin.edu.au/handbook](http://deakin.edu.au/handbook)). This course map has been created to be used electronically.

Not all units are available in all study periods or mode of delivery. Full time study is typically three to four units (or credit points) each study period - this is a typical enrolment pattern. Part time study is typically one to two units (or credit points) each study period - this enrolment pattern of study will extend the duration of your studies. Trimester 3 is typically an optional study period - unless it's your first and/or a compulsory study period for your course (see your course structure in the [Handbook](#)).

Each year's unit offerings options can be found via '[Advanced Unit Search](#)' in the most current year's [Handbook](#).

If you have applied for or received credit for units as recognition of your prior learning (RPL), it may alter your course pattern and the units you need to undertake.

Please seek advice from a Student Adviser in StudentCentral if you have any queries or need help understanding your course structure and unit choices.