

## Unit Description

SIBT
<p><b>BCOM101 Professional Communication</b></p> <p>This unit gives you the opportunity to explore some of the academic and professional skills required at educational institutions and professional workplaces, including critical thinking, using formal language, presenting and supporting arguments, interpreting visual data, and writing reports. You will also focus on skills that are more specific to your success in tertiary education, such as following academic writing conventions, researching, analysing and acknowledging sources of information as well as developing academic arguments. These skills will fully prepare you for your next steps in writing and research in future university studies and for the demands required by a career in Business and Commerce.</p>
<p><b>BFIN101 Business Finance Fundamentals</b></p> <p>This unit aims to provide a broad understanding of the fundamental principles of finance and various macroeconomic factors that may influence the viability of businesses. You will learn about different types of business structures, financial statements, key sources of finance available to small and large businesses, and how the surrounding financial and macroeconomic environments affect business performance. You will also explore various analytical tools and techniques used in investments, debt and equity valuation, project appraisal, and risk assessment. Successful completion of the unit will equip you with a broad range of knowledge required to make informed financial decisions in real-world business environments</p>
<p><b>BECO102 Economics for Business</b></p> <p>BECO102 Economics for Business will equip you with the tools to reason like an economist and solve real world problems. The unit is divided into two parts. The first part introduces you to microeconomic analysis and applications. You will learn how individuals and firms make economic decisions, including the unintended impacts of those decisions, and how private negotiations or government policy could result in efficient outcomes. The determination of prices in different kinds of markets will also be studied. In the second part of this unit, you will learn macroeconomic analysis, starting with measurement and analysis of economic variables like GDP, inflation, and unemployment. The unit ends with learning how fiscal and monetary policies can be used to stabilise the domestic economy and also moderate the effects of external shocks.</p>
<p><b>BLAW103 Introduction to Business Law</b></p> <p>Introduction to Business Law is designed to introduce the fundamentals of contemporary Australian business. You will learn how to break down the components of ‘doing business’ drawing on both law and business studies as complementary disciplines. Through navigating principles and practice, you will emerge with the essential knowledge, research ability, and problem-solving skills necessary to set you up for success in your further studies. In addition to covering ‘business basics’ canvassing contract law, liability in negligence, competition and consumer law, and the business life-cycle, this unit will require you to think critically about the role of businesses in society and the impact of changes to the workforce.</p>

**BMAN103 Managing and Leading**

This unit will systematically develop your knowledge and understanding of the fundamental principles of management and leadership. You will acquire the skills and abilities necessary to understand how businesses and other organisations work and learn about the crucial role of managers and leaders. You will learn how to analyse vision and mission statements and how to craft mission statements to embed the process of planning, leading, organising, and controlling the efforts of stakeholders. In addition, this unit will teach you how to analyse and evaluate emerging leadership and management problems and how to solve these to meet organisational goals.

**Proposed Elective Units**

**BMKT202 Principles of Marketing**

Displays of marketing practice surround us. This unit introduces you to the principles and practices of modern marketing. You will explore how organisations leverage marketing strategies to satisfy the needs of their customers and generate value, and you will develop an understanding of how marketing decisions shape organisational success in this digital age. You will examine the roles technology, data, globalisation, sustainability and the changing needs of consumers play in formulating marketing strategies. Through a combination of theoretical and practical approaches, this unit will also develop your knowledge and skills in applying relevant theory and research to real-world business scenarios. Marketers have a serious responsibility towards the communities in which they operate. Marketing activities can be very intrusive, and they have the potential to be manipulative and exploitative. We will therefore focus attention not just on the marketing techniques themselves but also on the ethical issues that arise in connection with their use.

**BORG202 Organisational Behaviour**

This unit will introduce you to the role that factors such as personality, motivation, communication, diversity, power and politics, ethics, and leadership play in influencing workplace individual and group behaviour. In addition, you will examine how organisational structures, design, and change management processes impact employee behaviour and job satisfaction and the strategies organisations develop to create a positive culture and achieve organisational goals. Through a combination of theory, case studies and practical exercises, you will analyse and reflect on the skills you need to develop and enhance your productivity in the workplace. You will also gain an understanding of the relationships between individual, group, and organisational behaviours and how they impact one another.

**BACC201 Introductory Accounting**

This unit explores the fundamental concepts of accounting and the role of accounting in society. You will be introduced to accounting concepts from an external user's perspective, and steps in the accounting cycle. You will also explore evolving topics such as corporate governance practices and sustainability. On the completion of the unit, you will be equipped with fundamental accounting principles which you will be able to apply in your

future business-related courses and careers.

**BACC202 Intermediate Accounting**

This unit provides an overview of the role of professional judgement, corporate governance, and the regulatory framework in contemporary accounting and the preparation of financial statements for different business structures. You will learn how to prepare these statements, and how to apply computerised accounting software to record financial transactions and adjust accounting entries. This unit will also provide you with the knowledge and critical thinking skills required to interpret financial statements to assist external and internal stakeholders. On the completion of the unit, you will be able to apply your knowledge to real world scenarios and will be prepared for a career in accounting or related fields.

**IBIS101 Principles of Business Information Systems**

In this unit, you will develop your understanding of business information systems required by organisations in a range of different settings. You will learn about the range of the tools, techniques, and frameworks used to build information systems; the information technologies used to support information systems; artificial intelligence; security, and the ethical responsibilities of both the information system professional and the private user of information.

**ISTA202 Introduction to Statistics**

This unit introduces you to statistical practice and data analysis techniques. You will apply appropriate techniques to analyse data and interpret the results, including adapting statistical programs to manipulate and assess data. You will learn how to draw conclusions from the results of data analysis and effectively communicate these findings. Throughout the course, you will have opportunities to apply statistical techniques to real-world problems arising from diverse fields of research, providing you with practical skills that can be used in your future studies or career.