

# Diploma of Commerce

## Course Outline (T1, 2018)

<b>Campus</b>	Melbourne Burwood Campus / Geelong Waterfront Campus / Jakarta, Indonesia Campus
<b>Intake</b>	March, June, October
<b>CRICOS</b>	022637C
<b>Course Duration</b>	The duration of the Diploma course is three trimesters (12 months). There is an option, however, to fast track the course and complete it in two trimesters (8 months).
<b>Teaching Methods</b>	Instruction for all units is classroom based. Generally, four hours of class contact per week are allocated to each unit.
<b>Assessment</b>	Assessment for all units is ongoing and continuous consisting of tests, assignments and case study analysis. Most units have a final two-hour examination.
<b>Course Structure</b>	Eight units must be completed and passed to be awarded the Diploma.
<b>Units</b>	<p>MAA103    Accounting for Decision Making</p> <p>MAE101    Economic Principles</p> <p>MAF101    Fundamentals of Finance</p> <p>MIS171    Business Analytics</p> <p>MLC101    Law for Commerce</p> <p>MMK101    Marketing Fundamentals</p> <p>MMM132    Management</p> <p>MWL101    Personal Insight (<i>May only be taken in second trimester of study</i>)</p>
<b>Transfer to Deakin University</b>	<p>The following transfer criteria apply:</p> <ul style="list-style-type: none"> <li>• You must complete and pass eight Deakin College Diploma of Commerce units.</li> <li>• You must achieve the required Weighted Average Mark (WAM) for your Deakin College diploma taking into account all units attempted at Deakin College (required WAMs are included under the Deakin University degree below).</li> </ul>

## Subject Availability - Diploma of Commerce

Subject	Trimester 1 2018	Trimester 2 2018	Trimester 3 2018
MAA103 Accounting for Decision Making	√	√	√
MAF101 Fundamentals of Finance	√	√	√
MLC101 Law for Commerce	√	√	√
MMM132 Management	√	√	√
MIS171 Business Analytics)	√	√	√
MMK101 Marketing Fundamentals	√	√	√
MAE101 Economics Principles	√	√	√
MWL101 Personal Insight <i>(May only be taken in second trimester of study)</i>	√	√	√

### **Transfer to Deakin University**

The following transfer criteria apply:

- You must complete and pass all eight (8) Deakin College Diploma of Commerce units.
- You must achieve the required Weighted Average Mark (WAM) for your Deakin College Diploma.
- The average includes ALL units attempted at Deakin College.

### **Diploma of Commerce WAMS required for Deakin University Bachelor Degrees are:**

- 50% for international students for all campuses (70% for Bachelor of Laws, all campuses)
- 60% for local students for Burwood Campus, 50% for Geelong Waterfront Campus, Warrnambool and the Cloud Campus (70% for Bachelor of Laws, all campuses).
- 70% Bachelor of Laws
- 70% Bachelor of Commerce/Bachelor of Laws

## When I transfer to Deakin I want to study

### Bachelor of Commerce (B, WF, WB, C - T1, T2) (B, WF, C - T3)

#### Majors offered at Deakin include

- Accounting (B, WB, WF, C) ● Economics (B, WF<sup>^</sup>, C) ● Finance (B, WF<sup>^</sup>, WB<sup>^</sup>, C)
- Financial Planning (B, WF<sup>^</sup>, WB<sup>^</sup>, C) ● Food and Agribusiness \* ● Human Resource Management (B, WF, C)
- Management (B, WF, C) ● Management Information Systems (B, WF<sup>^</sup>, C) ● Marketing (B, WF<sup>^</sup>, C)

<sup>^</sup>You may be required to undertake one or more units in cloud (online) mode

\*Available from 2019

#### Minors

Students have the option to complete up to two minor sequences

Fast Track (Completing In 8 months/2 trimesters)				
1st Trimester	<b>CORE MAA103</b> Accounting for Decision Making	<b>CORE MAE101</b> Economic Principles	<b>CORE MMK101</b> Marketing Fundamentals	<b>CORE MIS171</b> Business Analytics
2nd Trimester	<b>CORE MAF101</b> Fundamentals of Finance	<b>CORE MLC101</b> Law for Commerce	<b>CORE MMM132</b> Management	<b>CORE MWL101</b> Personal Insight

Normal Track (Completing course in 12 months/ 3 Trimesters)			
1st Trimester	<b>CORE MAA103</b> Accounting for Decision Making	<b>CORE MAE101</b> Economic Principles	<b>CORE MMK101</b> Marketing Fundamentals
2nd Trimester	<b>CORE MWL101</b> Personal Insight	<b>CORE MMM132</b> Management	<b>CORE MIS171</b> Business Analytics
3rd Trimester	<b>CORE MLC101</b> Law for Commerce	<b>CORE MAF101</b> Fundamentals of Finance	

## When I transfer to Deakin I want to study:

- Bachelor of Business (Sport Management) (B, C, T1, T2, T3)
- Bachelor of Information Systems (B, C, T1, T2)
- Bachelor of Property and Real Estate (B, C, T1, T2, T3)\*
- Bachelor of Laws (B, WF, WB, C, T1, T2)
- Bachelor of Commerce/Bachelor of Information Systems (B, C, T1, T2,)^
- Bachelor of Commerce/Bachelor of Laws (B, WF, C, T1, T2, T3)
- Bachelor of Property and Real Estate/Bachelor of Commerce (B, C, T1, T2, T3)
- Bachelor of Property and Real Estate/Bachelor of Laws (B, C, T1, T2)
- Bachelor of Commerce/Bachelor of Science (B, T1, T2, T3)

*^Note: Students may be required to undertake further level 1 units upon transfer to Deakin.*

*\* Note: Students choosing a specific major may have to undertake additional units*

Fast Track (Completing In 8 months/2 trimesters)				
1st Trimester	<b>CORE MAA103</b> Accounting for Decision Making	<b>CORE MAE101</b> Economic Principles	<b>CORE MMK101</b> Marketing Fundamentals	<b>CORE MIS171</b> Business Analytics
2nd Trimester	<b>CORE MAF101</b> Fundamentals of Finance	<b>CORE MLC101</b> Law for Commerce	<b>CORE MMM132</b> Management	<b>CORE MWL101</b> Personal Insight

Normal Track (Completing course in 12 months/ 3 Trimesters)			
1st Trimester	<b>CORE MAA103</b> Accounting for Decision Making	<b>CORE MAE101</b> Economic Principles	<b>CORE MMK101</b> Marketing Fundamentals
2nd Trimester	<b>CORE MWL101</b> Personal Insight	<b>CORE MMM132</b> Management	<b>CORE MIS171</b> Business Analytics
3rd Trimester	<b>CORE MLC101</b> Law for Commerce	<b>CORE MAF101</b> Fundamentals of Finance	

**Deakin University Campuses and Trimester codes**

**B** Melbourne Burwood Campus **WF** Geelong Waterfront Campus **WB** Warnambool Campus **C** Cloud Campus  
**T1** Trimester 1 entry **T2** Trimester 2 entry **T3** Trimester 3 entry

NOTE: for Australian students entry is for T1 only. T2 entry is subject to availability of places. Some courses do not offer all subjects in all Trimesters

CRICOS Codes: Bachelor of Business (Sport Management) 072593G, Bachelor of Commerce 001838A, Bachelor of Commerce/Bachelor of Information Systems 078142G, Bachelor of Commerce/Bachelor of Laws 002452M, Bachelor of Information Systems 078140K, Bachelor of Laws 026686F, Bachelor of Property and Real Estate 060343B, Bachelor of Property and Real Estate/Bachelor of Laws 080323G, Bachelor of Property and Real Estate/Bachelor of Commerce 072834F

## Unit Outline

**PLEASE ENSURE THAT YOU CHECK THE TRIMESTER 1 2018 UNIT OUTLINE FOR ANY CONTENT AND ASSESSMENT UPDATES**

### **MAA103 Accounting for Decision Making**

The unit covers: the impact of accounting in society; business planning and budgets for management decisions; classification, analysis and summarisation of business transactions; preparation of classified accounting reports; techniques to analyse and interpret financial statements

**Assessment: 40% internal, 60% final examination**

### **MAF101 Fundamentals of Finance**

This unit aims to introduce students to finance and provide an introductory knowledge of the Australian financial system. The unit will discuss some of the fundamental financial concepts such as the time value of money and the concepts of risk and return. Students will learn to apply these fundamental concepts in the areas of investments in equity and debt. These issues will be discussed in the local and international context.

**Assessment: 40% internal, 60% final examination**

### **MLC101 Law for Commerce**

The unit provides the underlying concepts and purpose of Law for Commerce and the Australian legal system. The unit covers the law relating to contract, consumer protection, business entities and relationships, and torts with a focus on negligence

**Assessment: 40% internal, 60% final examination**

### **MMM132 Management**

The aim of this unit is to provide students with a critical understanding of the intellectual foundations of the study of management. The unit will provide the opportunity to analyse how the solutions to management 'problems' have developed under different conditions throughout the nineteenth and twentieth century. The unit also explores how management practice influences, and is influenced by, the external environment. This will involve examining how managerial action impacts on and is shaped by the environment, through a consideration of, ethics, social responsibility, and the social and cultural context of management.

**Assessment: 50% internal, 50% final examination**

### **MIS171 Business Analytics**

The digital revolution has changed the practice of business. Data to support business decisions (data collected by business systems as well as through the Internet and Social Media such as Facebook and twitter) are growing exponentially and becoming increasingly difficult to understand and use.

Business Analytics is the broad use of quantitative reasoning skills in business decision making. Business Analytics helps managers to solve complex business problems, improve business performance, anticipate and plan for change while managing and balancing risks. This unit will provide students with the analytical knowledge and skills to explore data to find patterns and relationships in data; assess uncertainty and risk of business decisions; evaluate decisions; and forecast and predict trends.

**Assessment: 40% internal, 60% final examination**

## **MMK101 Marketing Fundamentals**

Marketing blends concepts from a broad range of fields, including psychology, sociology, economics, management, statistics, and design. The unit examines how marketing organisations, both profit-oriented and not-for-profit, create value for end-users and business customers, and in return capture value from customers. The unit begins with a discussion on the marketing theory and practice with an understanding of customer needs. Further topics include customer-driven marketing strategies using integrated marketing programs and the building of customer relationships to capture value for the organisation.

***Assessment: 40% internal, 60% final examination***

## **MAE101 Economic Principles**

This unit is about the behaviour of consumers and producers and their interaction in the marketplace. The study of how markets operate is essential to understanding any form of economic behaviour in the global arena. The tools of market analysis developed in the unit provide the foundation for an understanding of issues such as coordinating people's needs with the world's limited resources, corporate pricing strategies, monopoly power, government regulation, the environment, income inequality, the economic relationships between countries and foreign trade.

***Assessment: 40% internal, 60% final examination***

## **MWL101 Personal Insight**

The Personal Insight unit is a compulsory unit offered in Deakin's Bachelor of Commerce program and is also available to students from other programs and faculties within the University. The University recognises the importance of students gaining professional identity skills to enable them to understand them through Personal Insight. The unit aims to broaden students' self-awareness and understanding of the sophistication their career preparedness and means of communication necessary to be successful in both their business and personal lives.

***Assessment: 100% internal***