UNSW Business School Stream Details

In each term, you are required to take two specified Enabling courses and one Business course as specified. You should have completed HSC General Mathematics or equivalent and HSC Standard English or equivalent. HSC ESL may be considered on an individual basis.

To gain entry to the Bachelor of Commerce degree you must pass all courses each term and obtain a WAM of 60. Students with a WAM between 50-60 will be considered for entry on an individual basis. Credit towards the degree will be awarded for all Business courses passed.

ELIGIBILITY

- **ACCESS Eligible**: Assessed as eligible for UNSW’s ACCESS Scheme via UAC’s Educational Access Schemes (EAS) process
- **Age**: 17-19 years on 1 March 2019
- **Citizenship / Residency**: An Australian citizen, New Zealand citizen or hold a current Australian Permanent Resident visa
- **Post-school study**: You cannot study UNSW Prep at the same time as another course
- **UAC**: Include at least one UNSW Preparation Program preference in your UAC application. UAC codes are: Arts and Social Sciences - 430100; Business - 430110; Engineering - 430120; Science - 430130
- **ATAR**: Have an ATAR of 50.00 or above, or be an Indigenous applicant applying via UNSW’s Nura Gili Indigenous Admission Scheme
- **Additional Criteria**: Provide a personal statement (using the template on the website) via UAC’s “Check and Change” facility. You may also be asked to attend a short interview in January.

TIME COMMITMENT

- **Structure - 3 x 10 week terms**
  - (February - April, June - August and September - November)
  - Time commitments are based on the subjects undertaken within each term (see Course Components).
  - At least 6-8 hours of independent study per week is recommended for each course, as well as some time each week for online learning.

APPLICATION

Applications must be made online via the Universities Admissions Centre (UAC), [www.uac.edu.au](http://www.uac.edu.au). The Personal Statement is a compulsory part of the UNSW Prep application. It is your chance to share what interests you about the program, and also what makes you a suitable candidate.

COST

- UNSW Prep is fully funded by the Australian Government so for the first few subjects of your degree you pay no course fees.*
- You need to pay the Student Services and Amenities Fee ($111.75 per year in 2018), which lets you access all the services for students at UNSW.
- You pay the cost of any materials you need for your course.

FURTHER INFO

- **The Learning Centre**
  - Ph: +61 2 9385 2060
  - Email: unswprep@unsw.edu.au
- **UNSW Admissions**
  - Ph: +61 2 9385 3656
  - [www.enquiry.unsw.edu.au](http://www.enquiry.unsw.edu.au)
  - Eligibility & application
  - Future study options

*This may change. Please check fee details prior to application: [www.futurestudents.unsw.edu.au/unswprep17-19](http://www.futurestudents.unsw.edu.au/unswprep17-19)
Course Components 2019

Term 1

In Term 1 and 2, students are required to take two specified Enabling courses, and in Terms 3, students take one Enabling course. In Terms 2 and 3, students take one ASB course as specified. Students should have completed HSC General Mathematics or equivalent and HSC Standard English or equivalent. HSC ESL may be considered on an individual basis.

**Academic Skills 1 (REGZ9075)**

<table>
<thead>
<tr>
<th>For:</th>
<th>Compulsory for ALL UNSW Prep Program students</th>
<th>Available:</th>
<th>Term 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior knowledge:</td>
<td>Must be proficient in written and spoken English</td>
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**Academic Skills 1** develops the fundamental skills of studying at university. This course will be based around the topic of technology. Other topics covered in the course include:

- orientation to the academic system
- time management skills
- critical analysis skills
- essay writing
- an introduction to online learning
- note taking from lectures and written material
- preparing seminar presentations
- examination techniques

AND

**Mathematics Skills 1 (REGZ9070)**

<table>
<thead>
<tr>
<th>For:</th>
<th>Compulsory for ALL UNSW Prep Business stream students</th>
<th>Available:</th>
<th>Term 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior Knowledge:</td>
<td>Year 10 Advanced Level Mathematics is assumed (Confident with algebra, such as simplification of expressions, solving equations &amp; in-equations, factorisation including quadratic equations and using a scientific calculator including the fraction, power and exponential keys).</td>
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**UPP Mathematics Skills 1** is for students who have not achieve an appropriate level of mathematics at high school or equivalent and wish to apply to UNSW degree programs with assumed knowledge in mathematics. Topics include:

- basic arithmetic and algebra (2.5 weeks);
- further arithmetic and algebra (2.5 weeks);
- coordinate geometry (2 weeks);
- functions and graphs (2 weeks).

**Term 2**

**Academic Skills 2 (REGZ9076)**

<table>
<thead>
<tr>
<th>For:</th>
<th>Compulsory for ALL UNSW Prep Program students</th>
<th>Available:</th>
<th>Term 2</th>
</tr>
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<tbody>
<tr>
<td>Prior knowledge:</td>
<td>Must be proficient in written and spoken English</td>
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**Academic Skills 2** develops the fundamental skills of studying at university. It builds on skills already learned in **Academic Skills 1**, but introduces students to study strategies used in social science topics. The course is taught in an interactive method, so that students are able to learn through participation. The course contains both written and spoken assignments including annotated bibliography, critical review and research report, which allow students to further deepen their reading, writing, thinking, researching and spoken skills. Similar to Term 1, this course will be based around the topic of technology.
Mathematics Skills 2 (REGZ9072)*

For: Compulsory for ALL UNSW Prep Business stream students

Available: Term 2

Prior knowledge: Must be proficient in written and spoken English

UPP Mathematics Skills 2 is designed to provide a level of competency in mathematics for students who have not studied HSC Mathematics (or equivalent) at high school and who wish to apply to UNSW programs with assumed knowledge in Mathematics, and follows on from REGZ9070. It takes students to the equivalent of 2 Unit Yr 12 Mathematics. Topics include:

- differential calculus (3 weeks);
- integral calculus (1.5 weeks);
- trigonometry and trigonometric functions (2.5 weeks);
- exponential and logarithmic functions (2 weeks)

* A student who attains a distinction grade of higher in REGZ9070 Maths Skills may be permitted to proceed to one of

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>ACCT1501</td>
<td>Accounting &amp; Financial Management 1A</td>
</tr>
<tr>
<td>ECON1101</td>
<td>Microeconomics</td>
</tr>
<tr>
<td>ECON1203</td>
<td>Business &amp; Economics Statistics</td>
</tr>
<tr>
<td>INFS1602</td>
<td>Information Systems in Business</td>
</tr>
<tr>
<td>TABL1710</td>
<td>Business and the Law</td>
</tr>
<tr>
<td>FINS1613</td>
<td>Business Finance</td>
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Credit will be awarded for successful completion of MGMT1001; MARK1012 and if eligible a course from the list above.

Managing Organisations and People (MGMT1001)

For: Compulsory for ALL UNSW Prep Business stream students

Available: Term 2

Prior knowledge: Must be proficient in written and spoken English

Managing Organisations and People is a foundational core course offered in the main bachelor degree programs. This course introduces students to the knowledge and skills required to successfully manage organisations and people in a global economy, based on contemporary research and practice. The course is designed to provide strong foundations for the development of future organisational leaders and managers who will be able to successfully respond to complex and turbulent environments, promote and sustain competitive advantage, ensure ethical and social responsibility in business practice and decision making, and manage changing social, political and technological factors both inside and outside the organisation, in an increasingly global and diverse workplace. Topics covered in the course include:

- the role of organisations in modern societies
- sustainability and corporate social responsibility
- power and networks
- sources of conflict
- problem solving
- group motivation and behaviour,
- professional skills,
- the importance of organisational leadership

Term 3

UPP Mathematics Skills 3 (REGZ9073)

For: Compulsory for ALL UNSW Prep Business stream students

Available: Term 3

Pre-requisites: Successful completion of REGZ9072.

UPP Mathematics Skills 3 is for students who have not achieved an appropriate level of mathematics at high school or equivalent and wish to apply to UNSW degree programs with assumed knowledge in mathematics. Topics include:

- applications of calculus (2 weeks);
- sequences and series (2 weeks);
- introductory probability (2 weeks);
- introductory statistics (3 weeks).
Marketing Fundamentals (MARK1012)

For: Compulsory for ALL UNSW Prep Business stream students

Available: Term 3

Prior knowledge: Must be proficient in written and spoken English

Marketing Fundamentals introduces the student to the major concepts and theories, reflecting the breadth and diversity of marketing. It provides insights into where marketing fits within an organisation, its contributions to business in general, describes frameworks supporting marketing activities, and helps with challenges in the ever changing market place. It discusses the application of this understanding to consumer goods, as well as service, business-to-business, industrial and non-profit organizations, and to the growing area of e-commerce. Topics include:

- marketing processes and planning
- the use of market research
- decision-making and the marketing mix
- an understanding of consumers and customers
- market segmentation
- positioning and product differentiation,
- the changing global environment.