### Terminology

<table>
<thead>
<tr>
<th>Terminology</th>
<th>Definition</th>
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</thead>
<tbody>
<tr>
<td><strong>Program compulsory core &amp; flexible core courses</strong></td>
<td>42UOC of compulsory and flexible core courses which students must complete under this degree.</td>
</tr>
<tr>
<td><strong>Commerce Major</strong></td>
<td>A sequence of approved courses (48UOC) in an approved discipline stream offered by the UNSW Business School (See Appendix A.), containing at least 18UOC at level 3. (Note that the 48UOC includes the first disciplinary course(s) in the Core (Compulsory or Flexible). This means that, for the majority of majors, students will complete 42UOC in specified disciplinary courses outside the core, except for the Real Estate Studies major.) For any majors that require ECON1202, MATH1011/MATH1031/MATH1131/MATH1141/MATH1151 completed under the Advanced Maths (Hons) component will act as a substitute so in these cases a student should not do ECON1202 but instead complete another Major elective to meet the 48UOC requirement.</td>
</tr>
<tr>
<td><strong>UNSW Business School Elective</strong></td>
<td>6-18UOC in UNSW Business School courses to ensure a student completes a minimum of 96UOC of Business courses within the Bachelor of Commerce. The exact number of courses to complete will depend on the major chosen. GEN courses cannot be counted as Business School electives.</td>
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</tbody>
</table>
Table A. Commerce major: ______________________ ; Advanced Maths (Hons) major: ______________________

<table>
<thead>
<tr>
<th>Compulsory core courses</th>
<th>Flexible core courses (choose 4 from the following)</th>
<th>Commerce Major- Refer to Appendix A. (choose the correct flexible core course)</th>
<th>UNSW Business School elective (depends on the chosen major)</th>
</tr>
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<tbody>
<tr>
<td>(18UOC)</td>
<td>Term</td>
<td>(24UOC)</td>
<td>Term</td>
</tr>
<tr>
<td>ACCT1501</td>
<td></td>
<td>ACCT1511</td>
<td>Term 1.</td>
</tr>
<tr>
<td>ECON1101</td>
<td></td>
<td>COMM1000</td>
<td>Term 2.</td>
</tr>
<tr>
<td>MGMT1001</td>
<td></td>
<td>ECON1102</td>
<td>Term 3.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FINS1613</td>
<td>Term 4.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>INF51602</td>
<td>Term 5.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MARK1012</td>
<td>Term 6.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MGMT1101</td>
<td>Term 7.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TABL1710</td>
<td>Term 8.</td>
</tr>
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</table>

Total number of completed UOC: ______________________

Program Checklist:
- I have completed a minimum of 96UOC (16 courses) from the Business school
- I have completed 18UOC of compulsory core courses and 24UOC of flexible core courses
- I have completed a minimum of 48UOC (8 courses) and met the requirements for one Commerce major
- I have consulted the Faculty of Science for the Bachelor of Advanced Maths (Hons) degree.

Please note that the course ECON1203 is not required, being replaced by MATH2901 in the B Advanced Maths (Hons) component.

PLEASE USE THIS DIAGRAM AS REFERENCE ONLY. IT DOES NOT REPLACE THE HANDBOOK AS GUIDE FOR PROGRAM REQUIREMENTS.

List of approved Commerce Majors from within the UNSW Business School

Appendix A.

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Required compulsory Yr 1 &amp; flexible core courses: ACCT1501; ACCT1511</td>
<td>Required flexible core course: FINS1613</td>
<td>Required flexible core course: ECON1102</td>
<td>Required flexible core course: TABL1710</td>
<td>Required flexible course: ECON1102</td>
</tr>
<tr>
<td>2. ACCT2542</td>
<td>2. FINS2624</td>
<td>2. Business Economics major elective</td>
<td>2. Business Law major elective</td>
<td>2. ECON2112</td>
</tr>
</tbody>
</table>
### Financial Economics (60UOC)
- Required compulsory and flexible core course: ECON1101 & ECON1102; MATH2901= ECON1203
- 1. ECON2101
- 2. ECON2206
- 3. ECON2209
- 4. ECON3107
- 5. ECON3206
- 6. Financial Econ. elective level 3
- 7. Financial Econ. elective to replace ECON1202

### Human Resource Management (48UOC)
- Required compulsory Yr 1 course: MGMT1001
- 1. MGMT1002
- 2. MGMT2705
- 3. MGMT2802
- 4. MGMT3101
- 5. HRM major elective
- 6. HRM major elective level 3
- 7. HRM major elective level 3

### Informational Systems (48UOC)
- Required flexible core course: INFS1602
- 1. INFS1603
- 2. INFS2603
- 3. INFS2621
- 4. INFS3603
- 5. INFS major elective
- 6. INFS major elective level 3
- 7. INFS major elective level 3

### International Business (48UOC)
- Required flexible core course: MGMT1101
- 1. MGMT2101
- 2. MGMT2102
- 3. MGMT3101
- 4. MGMT3102
- 5. Int. Bus. major elective
- 6. Int. Bus. major elective level 3

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### Management (48UOC)
- Required compulsory Yr 1 course: MGMT1001
- 1. MGMT1002
- 2. MGMT2001
- 3. MGMT2002
- 4. MGMT3101
- 5. Management major elective
- 6. Management major elective level 3
- 7. Management major elective level 3
- 8. Management major elective to replace ECON1202

### Marketing (48UOC)
- Required flexible core course: MARK1012
- 1. MARK2051
- 2. MARK2052
- 3. MARK3054
- 4. MARK3082
- 5. Marketing major elective
- 6. Marketing major elective level 3
- 7. Marketing major elective level 3

### Real Estate Studies (48UOC)
- Required flexible core course: BLDG4018
- 1. BLDG4018
- 2. ECON2101
- 3. ECON3130
- 4. FINS2624
- 5. FINS3633
- 6. TABL2792
- 7. Real Estate major elective level 3
- 8. Real Estate major elective level 3

### Taxation (48UOC)
- Required flexible core course: TABL1710
- 1. TABL2751
- 2. Taxation major elective
- 3. Taxation major elective
- 4. Taxation major elective
- 5. Taxation major elective level 3
- 6. Taxation major elective level 3
- 7. Taxation major elective level 3
- 8. Taxation major elective level 3