

# The University of Newcastle

## 2012 Faculty of Business and Law Postgraduate Course Equivalencies

The University of Newcastle CRICOS Provider Code: 00109J

- From Trimester 1 2012, a number of new and revised postgraduate courses will be offered as part of newly structured Faculty of Business and Law postgraduate programs. Many of these courses will be direct replacements for courses offered in 2011 and earlier.
- If you have successfully completed one of the pre-2012 courses, you are not permitted to undertake the 2012 equivalent of that course.
- If you are completing a pre-2012 program, you are permitted to include a 2012 equivalent course in place of a pre 2012 course.
- If you are continuing your studies under a 2012 program structure, please note that a number of the pre 2012 courses will not be available from 2013.

Pre 2012 Course	2012 Equivalent Course
<b>GSBS6480</b> International Business Environment	<b>GSBS6003</b> Globalisation
<b>GSBS6020</b> Management and Organisational Behaviour	<b>GSBS6004</b> Organisational Behaviour and Design
<b>GSBS6010</b> Foundations of Marketing Theory	<b>GSBS6005</b> Marketing Management and Planning
<b>GSBS6250</b> International and Comparative Employment Relations	<b>GSBS6006</b> Employment Relations in Globalised Economies
<b>GSBS6055</b> International Human Resource Management	<b>GSBS6007</b> Managing Human Resources in International Organisations
<b>GSBS6482</b> The Multinational Corporation	<b>GSBS6008</b> Global Business Management
<b>GSBS6483</b> Cross-Cultural Negotiation and Advocacy	<b>GSBS6009</b> Cross-cultural Management
<b>GSBS6162</b> Entrepreneurship	<b>GSBS6012</b> Entrepreneurship and Innovation
<b>GSBS6021</b> Consumer Decision Making and Behaviour	<b>GSBS6013</b> Customer Decision Making and Behaviour
<b>GSBS6111</b> Services Marketing Management	<b>GSBS6015</b> Services and Relationship Marketing Management
<b>GSBS6611</b> Managing Human Resources and Employment Relations	<b>GSBS6040</b> Human Resource Management
<b>GSBS6041</b> Contemporary Global Marketing	<b>GSBS6041</b> Global Marketing Strategy and Planning
<b>GECO6410</b> Economics of Competitive Advantage	<b>GSBS6410</b> Economics of Competitive Advantage
<b>GEBU6040</b> Knowledge Management	<b>INFT6090</b> Business Intelligence for the Enterprise
<b>GEBU6020</b> Strategic Business Systems	<b>INFT6009</b> Cloud Computing and Mobile Applications
<b>GEBU6010</b> Management Information Systems & <b>GEBU6490</b> e Business for Managers	<b>INFT6060</b> The Digital Economy

- For further information relating to transition arrangements into the 2012 postgraduate business program structures, please contact your program officer at [postgrad-bl@newcastle.edu.au](mailto:postgrad-bl@newcastle.edu.au)

Last reviewed 25 October 2011



**YOUR  
PROGRAM**