

## BUSA90471 Business Tools: The Market Environment

<b>Credit Points:</b>	12.5						
<b>Level:</b>	9 (Graduate/Postgraduate)						
<b>Dates &amp; Locations:</b>	2015, Parkville This subject commences in the following study period/s: Semester 1, Parkville - Taught on campus.						
<b>Time Commitment:</b>	Contact Hours: Intensive teaching Total Time Commitment: 170 hours						
<b>Prerequisites:</b>	Students must have completed the following subject before enrolling in Business Tools: The Market Environment. <table border="1" data-bbox="387 573 1485 719"> <thead> <tr> <th>Subject</th> <th>Study Period Commencement:</th> <th>Credit Points:</th> </tr> </thead> <tbody> <tr> <td>BUSA90403 Business Tools: Money People &amp; Processes</td> <td>Semester 2</td> <td>12.50</td> </tr> </tbody> </table>	Subject	Study Period Commencement:	Credit Points:	BUSA90403 Business Tools: Money People & Processes	Semester 2	12.50
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BUSA90403 Business Tools: Money People & Processes	Semester 2	12.50					
<b>Corequisites:</b>	None						
<b>Recommended Background Knowledge:</b>	None						
<b>Non Allowed Subjects:</b>	None						
<b>Core Participation Requirements:</b>	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Description, Subject Objectives, Generic Skills and Assessment Requirements for this entry. The University is dedicated to provide support to those with special requirements. Further details on the disability support scheme can be found at the Disability Liaison Unit website: <a href="http://www.services.unimelb.edu.au/disability/">http://www.services.unimelb.edu.au/disability/</a>						
<b>Coordinator:</b>	Ms Elizabeth Pauser						
<b>Contact:</b>	Student Services Office Melbourne Business School 200 Leicester Street Carlton Victoria 3053 Australia Tel: +61 3 9349 8203 Fax: +61 3 9349 8799 Email: <a href="mailto:studentservices@mbs.edu">studentservices@mbs.edu</a> Web: <a href="http://www.mbs.edu/">http://www.mbs.edu/</a> ( <a href="http://www.mbs.edu/">http://www.mbs.edu/</a> )						
<b>Subject Overview:</b>	This subject will give an overview of the tools that businesses use to manage their external environment. The subject addresses three main areas: negotiation skills, marketing and competitivestrategy. Students will use case studies and simulations to practice negotiation skills. Topics in marketing will include an overview of brands, creating a marketing plan and understanding customers. Finally the competitive strategy component of the subject will focus on the topics of gains from trade, how to price and how to understand and change the competitive environment.						
<b>Learning Outcomes:</b>	The aim of this subject is to give students an understanding of the external environment in which businesses operate. Topics are chosen to build skills and understanding in negotiating with others, understanding consumers and responding with appropriate marketing materials and being able to analyse the competitive nature of the market in which the business operates.						
<b>Assessment:</b>	Syndicate group assessments totalling 3,000 words or equivalent (60%), commencing in class 1 (submitted materials may include interim proposals, presentation, report); and a 3-hour end						

	of subject examination (40%). Hurdle requirement: Students must pass the final examination to pass the subject.
<b>Prescribed Texts:</b>	None
<b>Recommended Texts:</b>	None
<b>Breadth Options:</b>	This subject is not available as a breadth subject.
<b>Fees Information:</b>	Subject EFTSL, Level, Discipline & Census Date, <a href="http://enrolment.unimelb.edu.au/fees">http://enrolment.unimelb.edu.au/fees</a>
<b>Generic Skills:</b>	<p>Generic skills gained from this subject include:</p> <ul style="list-style-type: none"> <li># leading and participating in teams (including members from diverse cultural backgrounds), managing, persuading and influencing others;</li> <li># demonstrating the breadth of knowledge gained in an inter-disciplinary approach;</li> <li># applying advanced analysis, business communication and leadership skills in business and professional practice;</li> <li># developing the ability to exercise critical judgement, be capable of rigorous and independent thinking, be able to account for their decisions and adopt a problem solving approach;</li> <li># high level written report presentation skills;</li> <li># oral communication and presentation skills; and</li> <li># time management and self-management skills.</li> </ul>
<b>Related Course(s):</b>	<p>Master of Biomedical Science  Master of Biotechnology  Master of Operations Research and Management Science  Master of Science (Biomedical and Health Sciences)  Master of Science (Botany)  Master of Science (Chemistry)  Master of Science (Epidemiology)  Master of Science (Geography)  Master of Science (Information Systems)</p>
<b>Related Majors/Minors/ Specialisations:</b>	<p>Environmental Science  Environmental Science</p>