

Graduate School of Management

MBA Term 1 2009

Booklist

12 January – 20 March 2009

CORE UNITS

BUA4FMA Financial and Management Accounting

Bazley, M., Hincecock, P., Berry, A, and Jarvis, R. "A contemporary accounting: a conceptual approach". 6th Ed. Nelson ITP.

BUA4OB Organisational Behaviour

Robbins, S. (2007), "Organizational Behavior", Prentice Hall, Upper Saddle River, NJ, 12th Edition

BUA4MKG Marketing

Kotler, P, Brown, L, Adam, S, Burton, S and Armstrong, G. "Marketing" (7th Edition) Prentice Hall, Pearson Education Australia.

BUA4ISM Issues in Strategic Management

Hitt, Ireland and Hoskisson "Strategic Management Competitiveness and Globalization, Concepts and Cases" 7th Edition, South-Western

ELECTIVE UNITS

BUA5CST Corporate Strategy

Strategic Management - An Integrated Approach Charles Hill and Gareth Jones Houghton/Mifflin 2008, 8th Ed.

BUA5IER International Employment Relations

Bamber, G. and Lansbury, R., (Eds) 2004, "International and Comparative Employment Relations: a Study of Industrialised Market Economies", 4th edition, St Leonards, Allen & Unwin

BUA5BIM Business Improvement Methodology

Pech, R.J. (2002) *Making waves: Innovation in business*. Pearson Education. Auckland.

And

Pech, R. (2009), *Entrepreneurial courage, audacity, and genius*, Pearson Education, Sydney.

BUA5BIS Business in Society

Thorne, D., Ferrell, O.C., and Ferrell, L., *Business and Society*, 3rd edn., 2008, Houghton Mifflin, MA

BUA5BAM Business Analysis and Modelling

Render, B., Stair, R.M. and Hanna, M.E. (2009) *Quantitative Analysis for Management*, 10th Ed., Prentice-Hall International: NJ.

BUA5AMI Advanced Management Information Systems

Turban, McLean & Wetherbe "Information Technology for Management Transforming Business in the Economy" 6th Ed (2007). John Wiley & Sons

BUA5AMF Advanced Management Finance

Stowe, J.D., Robinson, T.R., Pinto, J.E., and McLeavey, D.W. (2007) *Equity Asset Valuation*, NJ: John Wiley & Sons, CFA Institute Investment Series

BUA5FTS Funding Technology Start-Ups

Gompers P. and Sahlman W. "Entrepreneurial Finance-A Casebook" 2002, John Wiley.

BUA5CRM Customer Relationship Management

Peelen, E. "Customer Relationship Management" 2005, Prentice Hall, Pearson Education

BUA5AMK Advanced and International Marketing

Cateora, P. and Graham, J. "International Marketing" 13th Ed (International Edition), McGraw-Hill/Irwin, (2007)