



2019 MBA TEXTBOOK LIST: TRIMESTER 3

Course Code	Course Name	Lecturer	Textbook
ACCTING 7100	Accounting for Managers	Bryan Howieson	Accounting: Information for Business Decisions, 3 rd edition Cunningham, B M; Nikolai, L A; Bazley, J D; Kavanagh, M; Simmons, S (2018) Cengage Learning Australia
ECON 7239	Economics for Management	Raul Baretto	To be Confirmed
MANAGEMENT 7117	Enterprise Project (6 units)	Supervisor Assigned	No textbook required
MANAGEMENT 7086	Fundamentals of Leadership	Chad Habel	<p>Required Textbooks</p> <p>Heifetz, R.A and Linsky, M., 2002 Leadership on the Line: Staying Alive through the Dangers of Leading (Boston: Harvard Business School Press) AND</p> <p>Robert Kegan and Lisa Lahey, 2009, Immunity to Change, How to overcome it and Unlock the potential in Yourself and your Organization, (Harvard Business Review Press)</p>
			<p>A third text is highly recommended:</p> <p>D'Souza, S & Renner, D 2014, Not Knowing: The Art of Turning Uncertainty into Opportunity, LID, London.</p>
CORPFIN 7101	Managerial Finance	Fred McDougall	Fundamentals of Corporate Finance, 12 th edition, 2019 Ross, S; Westerfield R and Jordan B. McGraw Hill ISBN 978-1-260-09190-8
MANAGEMENT 7104	Marketing Management	Nicole Swaine	Kotler, P. And Keller, K. L. (2015) Framework for Marketing Management, Global edition 6e, Pearson, New Jersey. ISBN 9781292093147
MANAGEMENT 7087	Managing Contemporary Organisation	Sam Wells	Wood, Zeffane, Fromholtz, Wiesner, Morrison, Factor, McKeown (2019) Organisational Behaviour: Core Concepts and Applications, 5th Australian Edition
MANAGEMENT 7046	Negotiation Skills	David Pender	Lewicki R.J, Saunders DM and Barry B (2010), Negotiation: Readings Exercises and Cases, 7th ed, McGraw Hill Irwin, New York
MANAGEMENT 7250	Research for Decision Makers	Cullen Habel	Recommended Text David E. Gray (2016) Doing Research in the Business World, SAGE Publications Ltd ISBN: 9781473938434
MANAGEMENT 7118	Strategic HR Management	Marilyn Clarke	No textbook required
MANAGEMENT 7044	Strategic Management	Chris Smith	Grant, R.M (2016) Contemporary Strategy Analysis: John Wiley and Sons Ltd. ISBN 9781119120834

All course text books are required unless otherwise indicated.

Textbooks may be purchased online or may be available from the Campus Bookstore: <https://www.coop.com.au/>