



UNIVERSITY OF  
**AUCKLAND**  
Waipapa Taumata Rau  
NEW ZEALAND

# Business School

## Undergraduate Planning Guide 2023

Commerce | Property



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# Welcome to the Business School

The University of Auckland Business School offers a number of undergraduate degree programmes. We look forward to assisting you in planning the degree or conjoint degrees combination that will help to launch your future career. For programme planning advice, including specific advice about double majors and conjoint degrees, please visit the Student Hubs.

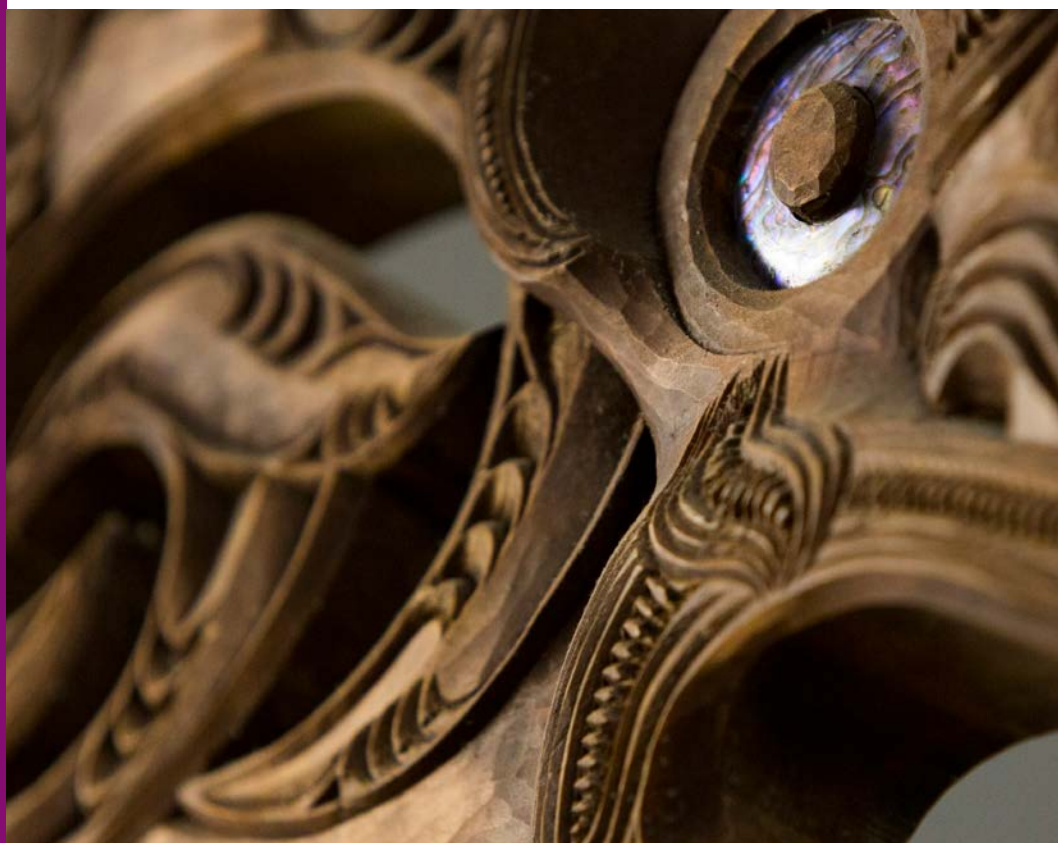
We also offer you a range of exciting and challenging opportunities for personal development through a host of extracurricular activities.

The University of Auckland's exchange programme provides business students with the opportunity to complete part of their degree at an overseas partner university and you are encouraged to consider the benefits to be gained from participation in an exchange. Be sure to visit the Student Hubs to find out everything you need to know about how to make your time with us the best possible.



### SUE LAURENSEN

MCom(Hons), MA(Hons), DipTchg  
Associate Dean  
(Academic Programmes and International)  
University of Auckland Business School





# What can you study?

Our range of outstanding business degree programmes and courses will prepare you for a successful and fulfilling career.

| Undergraduate programmes   |  |   |
|--|--|---|
| Bachelor of Commerce (BCom)<br>(3 years full-time study)   | Bachelor of Property (BProp)<br>(3 years full-time study)  | Conjoint degrees<br>(4+ years full-time study)  |
| <ul style="list-style-type: none"> <li>A broad-based flexible business degree, that will prepare you for a variety of employment opportunities in business.</li> <li>A choice of 12 different business majors, providing you with a wide choice of double major combinations.</li> <li>A first year of core courses that provide you with a strong foundation of knowledge and skills for later specialisation.</li> <li>Complete a capstone course, giving you the opportunity to apply your skills/ knowledge in a practical context that can be shown to employers.</li> <li>A choice of advanced courses enabling specialisation and interdisciplinary combinations.</li> <li>Pathways for recognition as a Chartered Accountant (CA) or a Chartered Financial Analyst (CFA). For more information see <a href="http://www.business.auckland.ac.nz/ca-cfa">www.business.auckland.ac.nz/ca-cfa</a></li> </ul> | <ul style="list-style-type: none"> <li>A specialist degree, that will provide you with the background and skills to enter any branch of the property profession in New Zealand or internationally.</li> <li>A first-year programme that incorporates a core of business courses and introductory courses in property.</li> <li>Complete a capstone course, giving you the opportunity to apply your skills/ knowledge in a practical context that can be shown to employers.</li> <li>Highly specialised second and third years that concentrate on the various dimensions of the property industry.</li> <li>An innovative buddy programme that matches students with professional mentors.</li> <li>A degree programme that is accredited by PINZ, Valuers Registration Board, REINZ and RICS (UK).</li> </ul> | <ul style="list-style-type: none"> <li>Approved combinations of two degrees that are studied concurrently (see below) and can be completed in a reduced total time.</li> <li>An opportunity to combine specialisations from two different faculties and gain greater breadth of knowledge and skills.</li> <li>Admission based on a higher entry standard with students required to maintain a strong grade average to remain in the programme.</li> <li>A strong base for an exciting range of career options.</li> </ul> <div> <div> <b>BCom conjoint degrees</b> <ul style="list-style-type: none"> <li>BA/BCom (4 years)</li> <li>BAdvSci(Hons)/BCom (5 years)</li> <li>BCom/BDes (4 years)</li> <li>BCom/BE(Hons) (5 years)</li> <li>BCom/BFA (4 years)</li> <li>BCom/BGlobalSt (4 years)</li> <li>BCom/BHSc (4 years)</li> <li>BCom/BMus (4 years)</li> <li>BCom/BProp (4 years)</li> <li>BCom/BSc (4 years)</li> <li>BCom/BSportHPE (4 years)</li> <li>BCom/LLB (5 years)</li> <li>BCom/LLB(Hons) (5.5 years)</li> <li>BC/BCom (4 years)</li> </ul> </div> <div> <b>BProp conjoint degrees</b> <ul style="list-style-type: none"> <li>BAdvSci(Hons)/BProp (5 years)</li> <li>BCom/BProp (4 years)</li> <li>BDes/BProp (4 years)</li> <li>BE(Hons)/BProp (5 years)</li> <li>BGlobalSt/BProp (4 years)</li> <li>BProp/BSc (4 years)</li> <li>BProp/LLB (5 years)</li> <li>BProp/LLB(Hons) (5.5 years)</li> </ul> </div> </div> |



# Planning your study

Find out how your degree will be structured and ensure you complete all the prerequisite course requirements to enter your chosen major.

## First-year core programme

Our first-year programme is designed to provide you with maximum flexibility. Students in both the BCom and BProp will study a common core of six Stage I courses and select their seventh and eighth courses from their chosen degree programme.

### A typical first-year programme is structured like this:

#### Semester One\*

|  |
|--|
| BUSINESS 111 - Understanding Business  |
| BUSINESS 114 - Accounting for Decision Making  |
| BUSINESS 115 - Economics, Markets and Law  |
| INFOSYS 110, STATS 100 or STATS 108 - Business Systems, Functioning in Statistics or Statistics for Commerce |
| BProp: PROPERTY 102 (only offered in Semester 1)   |
| BProp: PROPERTY 103 (only offered in Semester 2)   |

#### Semester Two

|  |
|--|
| BUSINESS 112 - Managing Sustainable Growth 1 or<br>BUSINESS 113** - Managing Sustainable Growth 2            |
| INFOSYS 110, STATS 100 or STATS 108 - Business Systems, Functioning in Statistics or Statistics for Commerce |
| <b>Plus two 15-point courses chosen from the following:</b>  |
| BCom: ACCTG 102, ECON 152, MATHS 108 (or MATHS 120 or 130), General Education, or Elective                   |
| BProp: PROPERTY 102 in Semester 1, PROPERTY 103 in Semester 2  |

\*Students who are required to meet the AELR requirement should enrol in an AELR course, BUSINESS 111, and a maximum of two other core courses in their first semester of study.

\*\*Direct entry into BUSINESS 113 for students who have completed BUSINESS 111 and achieved at least a Merit average across 16 credits in NCEA Level 3 Business Studies or a B grade or higher in CIE Business Studies.

## Academic English Language Requirement (AELR)

In 2016, the University introduced an Academic English Language Requirement (AELR) into all its undergraduate programmes. The aim of the AELR is to ensure you have a sufficient level of

competence in academic English to support your study at University. The AELR will not affect whether you are offered a place on a programme, and may be met through your entry qualification or through satisfactory completion of an approved course in your first year of study. For Business students, this course is ACADENG 104 Academic English for Business.

You must meet the AELR if you are admitted to an undergraduate programme and you are a domestic student, an international student applying on the basis of a New Zealand secondary school qualification, or an international student applying on the basis of results at another New Zealand tertiary institution.

Applicants who have not met the AELR through their entrance qualification will be provided with advice at the time of enrolment.

For further information, see [www.auckland.ac.nz/aelr](http://www.auckland.ac.nz/aelr)

## ACADENG 104 Academic English for Business

### Description

This course focuses on academic English skills to help Business students understand and express business-related concepts. Students develop effective strategies for reading, writing and vocabulary-building by studying the language features of texts for academic style and communicative effects. Students will apply the skills and knowledge they develop from reading and language analysis activities, and will follow the process of writing, revising and editing to produce accurate texts that have clear communicative purpose and meaning.

### Who this course might particularly suit

This course is intended for undergraduate students who are doing a Business degree and who have not met the Academic English Language Requirement or who score band 6 or below for writing in the Diagnostic English Language Needs Assessment (DELNA). It will help to increase students' confidence in their academic English reading and writing when completing tasks relevant to their university business studies.

Students who have not met the AELR requirements must take ACADENG 104. These students can substitute the ACADENG 104 course for one of their required General Education courses (refer page 36).

Other students who elect to take an ACADENG course which is 'non-G' (General Education) coded cannot substitute the ACADENG course

for one of their required General Education courses. For a list of approved ACADENG courses, see [www.auckland.ac.nz/aelr](http://www.auckland.ac.nz/aelr)

## Bachelor of Commerce

### BCom requirements

The BCom degree requires a minimum of 360 points (24 courses) and consists of:

- **Core: 105 points** (7 courses): BUSINESS 111, 112 or 113, 114, 115, BUSINESS 202, INFOSYS 110, STATS 100 or 108
- **255 points** (17 courses):
  - At least 180 points (12 courses) above Stage I, with at least 75 points (5 courses) at Stage III from the BCom course schedule including the requirements of your chosen major(s)
  - 15 points from Capstone Courses
  - 30 points (2 courses) may be taken from other undergraduate courses offered at this University
  - 30 points (2 courses) in General Education approved for the degree

*Note: Double major requires at least 45 points (3 courses) at Stage III for each major.*

### BCom majors

There are 12 majors to choose from in the BCom.

It is a good idea to plan to study the required Stage I courses as you need to keep your options of majors open. The following majors require additional Stage I course(s):

- Accounting: ACCTG 102
- Economics: ECON 152
- Finance: ACCTG 102 and MATHS 108 (or MATHS 102 and 130)

For advice on planning your first-year programme refer to column 1 on page 4.

### BCom majors

|  |
|--|
| Accounting                             |
| Business Analytics                     |
| Commercial Law                         |
| Economics                              |
| Finance                                |
| Information Systems                    |
| Innovation and Entrepreneurship        |
| International Business                 |
| Management                             |
| Marketing                              |
| Operations and Supply Chain Management |
| Taxation                               |

## Advice

You are encouraged to plan towards completing a double major, as it enables you to gain greater breadth by combining two sets of courses at advanced level, thus enhancing your prospective career options.

The key to planning a double major is to plan to spread your load of advanced courses across semesters.

Place an emphasis on achieving good grades in your final courses within any major, as employers usually consider these a good indication of ability, skills and potential.

All top performing second and third-year students are encouraged to give serious consideration to continuing their studies at the postgraduate level. For more information about the programmes and the admission requirements, please refer to page 8.

## Bachelor of Property

### BProp requirements

The BProp degree requires a minimum of 360 points (24 courses) and consists of:

- **Core: 120 points** (8 courses): BUSINESS 111, 112 or 113, 114, 115, INFOSYS 110, STATS 100 or 108, PROPERTY 102, 103
- **120 points** (8 courses): PROPERTY 211, 221, 231, 241, 251, 261, 271, 281
- **75 points** (5 courses): PROPERTY 300, 311-351, 370-385
- **15 points** (1 course): PROPERTY 360-364
- **30 points** (2 courses) in General Education approved for the degree

See [www.bprop.auckland.ac.nz](http://www.bprop.auckland.ac.nz) for more information.

## Advice

For advice on planning your first-year programme refer to page 4.

Students are normally required to prioritise the completion of all Core courses before enrolling in Stage II courses, and to prioritise all Stage II courses before enrolling in Stage III courses.

As Stage II and III courses are generally offered only once a year, it is important to plan carefully.

Please visit the Student Hubs for planning advice if you are seeking a waiver of any of the prerequisite requirements. Students seeking to enter the degree in their second year at University can be accommodated and will be given permission to defer the Stage II prerequisite course PROPERTY 102 to later in their degree.

For further information about the requirements please refer to page 21.

For information on BProp conjoins available, refer to page 3.

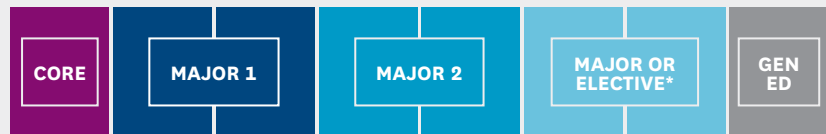
## Sample BCom degree structure (for double major)

For assistance planning your BCom degree study, visit the Business Student Centre or [bcom.auckland.ac.nz](http://bcom.auckland.ac.nz)

**YEAR ONE:** Six Core and two Major or Elective courses



**YEAR TWO:** One Core, two Major 1, two Major 2, two Major or Elective and one General Education courses



**YEAR THREE:** 1 Capstone, 3 x Major 1, 3 x Major 2 and 1 x General Education courses



\* Maximum of two courses from outside the BCom schedule.

## Sample BProp degree structure

For more detailed course requirements, visit the Business Student Centre or [www.bprop.auckland.ac.nz](http://www.bprop.auckland.ac.nz)

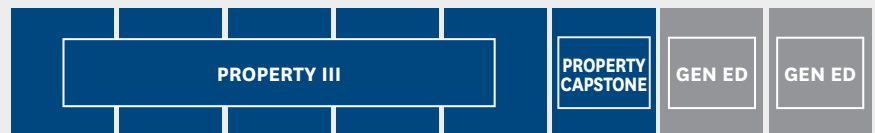
**YEAR ONE:** Six Core courses and two Property Stage I courses



**YEAR TWO:** Eight Property Stage II courses



**YEAR THREE:** Five Property Stage III courses, one Property Capstone and two General Education courses



## Language courses

You can study a language course as part of your General Education requirements in the BCom and BProp degrees. Options include courses such as CHINESE 100G/JAPANESE 130G/KOREAN 110G.

If you wish to specialise in a language you should consider the advantages of studying a BA/BCom conjoint degree or complementing your BCom with concurrent study in the Diploma in Languages.

# Conjoint degrees

Conjoint degrees enable you to complete the requirements for two degrees concurrently.

## BCom conjoint degrees

### BAdvSci(Hons)/BCom

To meet the requirements for the BAdvSci(Hons)/BCom conjoint degrees combination, you will need to pass 660 points as follows:

- **255 points** for the BCom component, comprising:  
**Core: 105 points:**
  - BUSINESS 111, 112 or 113, 114, 115, 202, INFOSYS 110, STATS 100 or 108**At least 150 points:**
  - 15 points from BUSINESS 350–353
  - at least 135 points must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **375 points** for the BAdvSci(Hons) component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

### BA/BCom, BCom/BDes, BCom/BFA, BCom/BGlobalSt, BCom/BHSc, BCom/BMus, BCom/BSc, BCom/BSportHPE, BC/BCom

To meet the requirements for the BA/BCom, BCom/BDes, BCom/BGlobalSt, BCom/BHSc, BCom/BMus and BCom/BSc conjoint degrees combinations you will need to pass 540 points as follows:

- **255 points** as listed for the BCom component in the BAdvSci(Hons)/BCom section
- **255 points** for the partner degree component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

*Note: i. The subject or specialisation in your partner component degree must not be the same as in your BCom.*

*ii. Students may not enrol in a major in Management in the BCom and EROS in the BA component degrees.*

### BCom/BE(Hons)

To meet the requirements for the BCom/BE(Hons) conjoint degrees combination, you will need to pass 690 points as follows:

- **255 points** for the BCom component, comprising:  
**Core: 90 points:**
  - BUSINESS 111, 112 or 113, 114, 115, 202, INFOSYS 110**At least 165 points:**
  - 15 points from BUSINESS 350–353
  - at least 135 points must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **420 points** for the BE(Hons) component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

Students majoring in Finance can also apply for a waiver of MATHS 108 and 208. Please visit the Student Hubs for further advice.

*† Note: Students specialising in Computer Science, Engineering Science, or Software Engineering can apply for a waiver of INFOSYS 110.*

### BCom/BProp

To meet the requirements for the BCom/BProp conjoint degrees combination, you will need to pass 540 points as follows:

- **255 points** as listed for the BCom component in the BAdvSci(Hons)/BCom section
- **255 points** for the BProp component comprising:
  - **150 points from:** PROPERTY 102, 103, 211, 221, 231, 241, 251, 261, 271, 281
  - **15 points from:** PROPERTY 360–364
  - **60 points from:** PROPERTY 300, 311–351, 370–385
  - **30 points from:** PROPERTY 300, 311–351, 370–385 or another course listed in the BCom Schedule
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

### BCom/LLB

To meet the requirements for the BCom/LLB conjoint degrees combination you will need to pass 675 points as follows:

- **255 points** for the BCom component, comprising:  
**Core: 105 points:**
  - BUSINESS 111, 112 or 113, 114, 115, 202, INFOSYS 110, STATS 100 or 108**At least 150 points:**
  - 15 points from BUSINESS 350–353
  - At least 135 points must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **405 points** for the LLB component (refer to the advice from the partner faculty)
- **15 points** (1 course) from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

*Note: Students enrolling in BCom/LLB or BCom/LLB(Hons) conjoint degrees may not include any Commercial Law courses in their BCom component degree. Students must seek prior approval to enrol in COMLAW 301 if they require this to meet professional accountancy requirements.*

### BCom/LLB(Hons)

To meet the requirements for the BCom/LLB(Hons) conjoint degrees combination you will need to pass 735 points as follows:

- **255 points** as listed for the BCom component in the BCom/LLB section
- **465 points** for the LLB(Hons) component (refer to the advice from the partner faculty)
- **15 points** (1 course) from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

*Note: Students enrolling in BCom/LLB or BCom/LLB(Hons) conjoint degrees may not include any Commercial Law courses in their BCom component degree. Students must seek prior approval to enrol in COMLAW 301 if they require this to meet professional accountancy requirements.*



# BProp conjoint degrees

## BAdvSci(Hons)/BProp

To meet the requirements for the BAdvSci(Hons)/BProp conjoint degrees combination, you will need to pass 660 points as follows:

- **255 points** for the BProp component, comprising:
  - **165 points from:** BUSINESS 114, 115, PROPERTY 102, 211, 221, 231, 241, 251, 261, 271, 281
  - **At least 90 points from:** PROPERTY 300, 311–384
- **375 points** for the BAdvSci(Hons) component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

## BCom/BProp

Refer to the description of requirements under BCom/BProp in the BCom conjoint degrees section.

## BDes/BProp

To meet the requirements for the BDes/BProp conjoint degrees combination, you will need to pass 540 points as follows:

- **180 points:** BUSINESS 114, 115, PROPERTY 102, 103, 211, 221, 231, 241, 251, 261, 271, 281
- **15 points** from PROPERTY 360–364
- **60 points** from PROPERTY 300, 311–351, 370–385
- **255 points** for the BDes component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

## BE(Hons)/BProp

To meet the requirements for the BE(Hons)/BProp conjoint degrees combination you will need to pass 690 points as follows:

- **255 points** as listed for the BProp component in the BDes/BProp section
- **420 points** for the BE(Hons) component degree (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

## BProp/BSc

To meet the requirements for the BProp/BSc conjoint degrees combination you will need to pass 540 points as follows:

- **255 points** as listed for the BProp component in the BDes/BProp section
- **255 points** for the BSc component degree (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- **15 points** from courses available for any programme at this University.

## BGlobalSt/BProp

To meet the requirements for the BGlobalSt/BProp conjoint degrees combination, you will need to pass 540 points as follows:

- **255 points** for the BProp component comprising:
  - **180 points from:** INFOSYS 110, PROPERTY 102, 103, 211–281, STATS 100 or 108
  - **15 points from** PROPERTY 360–364
  - **60 points from** PROPERTY 300, 311–351, 370–385
- **255 points** for the BGlobalSt component (refer to the advice from the partner faculty)
- **15 points** from courses listed in either the

General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination

- **15 points** from courses available for any programme at this University.

## BProp/LLB

To meet the requirements for the BProp/LLB conjoint degrees combination you will need to pass 675 points as follows:

- **255 points** for the BProp component comprising:
- **180 points:**
  - BUSINESS 115, PROPERTY 102, 103, 211, 221, 231, 241, 251, 261, 271, 281, STATS 100 or 108
- **15 points** from PROPERTY 360–364
- **At least 60 points** from:
  - PROPERTY 300, 311–351, 370–385
- **405 points** for the LLB component (refer to advice from the partner faculty)
- **15 points** from courses listed in the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

## BProp/LLB(Hons)

To meet the requirements for the BCom/LLB(Hons) conjoint degrees combination you will need to pass 735 points as follows:

- **255 points** as listed for the BProp component in the BProp/LLB section
- **465 points** for the LLB(Hons) component (refer to advice from the partner faculty)
- **15 points** from courses listed in the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

## Conjoint degree planning tips:

- Plan your conjoint programme carefully - the structure of conjoint degrees are less flexible than standard degrees.
- Use the conjoint degree planner for your programme, found on the Business School website: [business.auckland.ac.nz/degree-planners](https://business.auckland.ac.nz/degree-planners)
- Visit the Student Hubs at least once a year for degree planning and advice on how to structure each component of your conjoint.
- Enrol in a maximum of four courses in your first semester of study.
- Expect to be able to include only one major in your BCom conjoint component.
- Plan to complete the core requirements for the BCom or BProp component of your conjoint degree by the end of your second year of study.
- To retain a place in the conjoint programme you must maintain a cumulative GPA of 3.5 each year - BE(Hons) requires a GPA of 4.0 each year.
- If you haven't met the AELR requirements (see page 4), you must substitute one General Education course with ACADENG 104 Academic English for Business.

# Further study options

There are a range of excellent opportunities for you to progress to postgraduate study and research. Depending on your undergraduate major(s) and final grades you might apply to continue your study in an honours, masters or graduate diploma programme.

## Postgraduate programmes

Our postgraduate degrees offer both research and coursework pathways, from honours to PhD programmes, to complement your undergraduate degree.

### Entry requirements

Entry is competitive and selection is based on above average grades in the prerequisites, so it is a good idea to review the requirements and plan ahead. To be admitted to a programme, students must have:

- Completed the requirements for the BCom or BProp degree, or equivalent
- Passed the prerequisites for the chosen programme/specialisation
- Achieved strong grades in the prerequisite courses

For more information:

[please visit the Student Hubs](#), or

[www.business.auckland.ac.nz/pg](http://www.business.auckland.ac.nz/pg)

### Professional degrees

We also offer professional degree options:

- MBA
- Master of Applied Finance
- Master of Business Analytics
- Master of Business Development
- Master of Business Management
- Master of Management
- Master of Professional Accounting
- Postgraduate Diploma and Certificate in Information Governance

For further information refer to the Business School website [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz) or the [Graduate School of Management](#).

## Graduate Diploma in Commerce

This Graduate Diploma in Commerce (GradDipCom) allows you to study further business courses at an advanced undergraduate level.

To be admitted to the GradDipCom, you need to have completed the requirements for the BCom degree or equivalent, or any other approved degree or approved professional qualification in commerce. However, you can enrol in the GradDipCom after gaining at least 345 points for the BCom or BProp degree, but you won't be awarded the diploma until your qualifying degree is completed.

The GradDipCom consists of 120 points above Stage I, including:

- A maximum of 45 points from Stage II courses listed in the BCom schedule
- At least 75 points above Stage II including at least 45 points above Stage II from courses listed in the BCom schedule
- A maximum of 30 points above Stage I from other programmes offered by the University of Auckland.

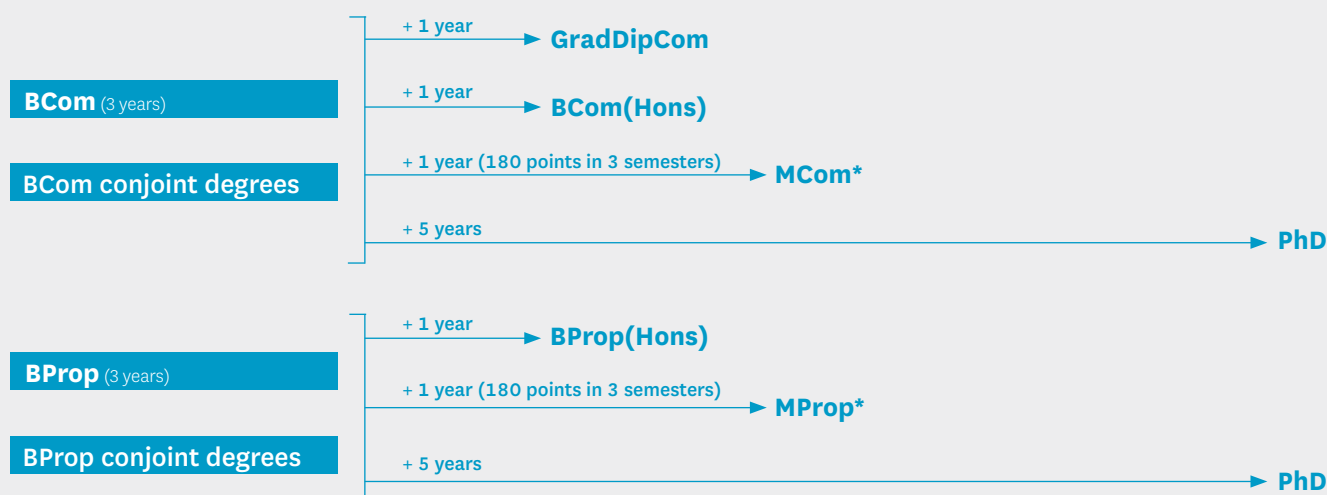
The regulations do not allow:

- The cross-credit of a course from another degree or diploma to the GradDipCom
- The inclusion of any Stage I course
- Enrolment for a GradDipCom if more than 15 points are required to complete a BCom or BProp degree.

When planning your programme, you should take into account any prerequisites. Intending and returning students are subject to the general enrolment requirements.

It is recommended that you seek further advice about planning your programme from the Student Hubs prior to enrolment.

## Postgraduate study pathways



\* Can be completed in 1 year following a BCom(Hons) or BProp(Hons)



# Accounting

Accounting provides information for decision-making. Almost every business and organisation needs accountants to measure performance and provide information for decisions.

## What you will learn

You will learn how to present financial statements that can be used to assist business planning and decision-making. You will also learn financial analysis techniques.

Should you wish to study Accounting at postgraduate level, you will cover more advanced subjects and methods to enable you to further develop your skills, knowledge and career options.

## Areas of study

There are two areas of study: Financial Accounting and Management Accounting. Financial accounting involves consideration of the presentation of financial statements and techniques for their analysis. Management accounting explores the use of accounting data for managerial planning, decision-making and control.

Students can choose to complete a three-year degree programme that satisfies the first stage of the academic requirements for obtaining membership to two professional accounting bodies - Chartered Accountants Australia and New Zealand (CAANZ) and CPA Australia. To become fully qualified, both organisations require further study by distance education and practical experience. To find out more about professional accountancy requirements visit the CAANZ and CPA Australia websites. See blue box below.

## Career opportunities

The study of accounting can be regarded as either a specialist professional area in itself or as a basic tool that can be applied across the broad spectrum of business or non-profit organisations.

If you study accounting at undergraduate level, you may decide to embark on a career in one of the following:

- Financial accounting: accountant or auditor in a chartered accountancy practice, industry or the public sector
- Management accounting: business consultant or financial manager in a manufacturing, service or consultancy organisation

You can further develop your knowledge with postgraduate study leading to more senior or specialised roles in both financial and management accounting. An academic career specialising in accounting is also an option when you complete either an undergraduate or a postgraduate degree.

| Accounting major requirements   |  |  |
|---|--|--|
| Course  | Title                                  | Pre-requisite  |
| <b>15 points</b>  |  |  |
| ACCTG 102   | Accounting Concepts                    | ACCTG 101 or BUSINESS 114  |
| <b>30 points from</b>   |  |  |
| ACCTG 211   | Financial Accounting                   | ACCTG 102  |
| ACCTG 221   | Cost and Management Accounting         | ACCTG 102  |
| ACCTG 222   | Accounting Information Systems         | ACCTG 102, INFOSYS 110   |
| <b>45 points from the following, including a maximum of 15 points from COMLAW 301, INFOSYS 306, 321</b> |  |  |
| ACCTG 311   | Financial Accounting                   | ACCTG 211  |
| ACCTG 312   | Auditing                               | ACCTG 211 or 292, and INFOMGMT 294 or 296 or ACCTG 222   |
| ACCTG 321   | Strategic Management Accounting        | ACCTG 221 or 291   |
| ACCTG 323   | Performance Measurement and Evaluation | 30 points passed at Stage II   |
| ACCTG 331   | Revenue and Cost Management            | ACCTG 221 or 291   |
| ACCTG 371   | Financial Statement Analysis           | FINANCE 251 or 261, and ACCTG 211 or 292   |
| ACCTG 381   | Special Topic*                         |  |
| ACCTG 382   | Special Topic*                         |  |
| COMLAW 301  | Taxation                               | COMLAW 201 or 203  |
| INFOSYS 306   | Digital Business and Innovation        | 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering<br>Restriction: INFOSYS 323, 338, 344 |
| INFOSYS 321   | Enterprise Systems                     | 15 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations Management, Software Engineering  |

\*Check availability. May not be available each year.

Additional opportunities to study a MProfAcctg also exist for graduates with a first degree without a specialisation in Accounting. For further information please refer to [www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

## Complementary subjects

- Business Analytics
- Commercial Law
- Economics
- Finance
- Information Systems
- Management
- Marketing
- Operations and Supply Chain Management
- Taxation

### Professional accountancy requirements

#### Chartered Accountants Australia and New Zealand

Pathways to meet the Institute's academic requirements (for the CA College) are available through the BCom. For further information refer to the CAANZ website [www.charteredaccountantsanz.com](http://www.charteredaccountantsanz.com)

#### CPA Australia

The Business School's undergraduate degrees are accredited by CPA Australia. It is possible to structure your programme to complete the academic requirements within a three-year BCom. For further information please refer to the CPA Australia website, [www.cpacareers.com.au](http://www.cpacareers.com.au)

# Business Analytics

This major bridges the gap between IT and the core business functions. The emphasis is on developing and using cutting edge information and communication technologies to support business activities.

## What you will learn

By choosing this major you will:

- Learn how to source and transform data
- Gain insights using predictive modelling
- Visualise data and convey compelling data stories
- Gain knowledge of the application of information systems

## Areas of study

Business Analytics will equip you with the skills to work with digital data effectively, using state-of-the-art information tools.

Topics include:

- Data wrangling
- Data visualisation
- Data mining and decision support
- Project management
- Business intelligence

## Career opportunities

In the digital age, almost every profession, discipline and industry requires working with data. Having skills in business analytics will prepare you to be more productive and employable in any career or industry you choose.

Careers you could choose are:

- Business reporting consultancy/analysis
- Business data and insights consultancy/analysis
- Knowledge management
- Business analytics consultancy
- Project management
- Business intelligence consultant

## Complementary subjects

- Accounting
- Information Systems
- Marketing
- Operations and Supply Chain Management

| Business Analytics major requirements                            |  |  |
|--|--|--|
| Course   | Title  | Pre-requisite  |
| <b>15 points from:</b>   |  |  |
| BUSAN 200  | Business Analytics                           | ECON 221 or STATS 108, and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110<br>Restriction: INFOMGMT 290  |
| ECON 221   | Introduction to Econometrics                 | 15 points from ECON 152, MATHS 108, 130, STATS 101, 102, 108, 125, 191, or at least 18 credits in Mathematics at NCEA Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL) |
| STATS 208  | Data Analysis for Commerce                   |  |
| STATS 255  | Optimisation and Data-driven Decision Making | ENGSCI 211 or STATS 201 or 208, or a B+ or higher in either MATHS 120 or 130 or 150 or 153 or STATS 101 or 108, or a concurrent enrolment in either ENGSCI 211 or STATS 201 or 208   |
| <b>15 points:</b>  |  |  |
| BUSAN 201  | Data Management                              | 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110.<br>Restriction: INFOMGMT 292  |
| <b>15 points from:</b>   |  |  |
| BUSAN 300  | Data Wrangling                               | 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222<br>Restriction: INFOMGMT 390   |
| BUSAN 301  | Data Visualisation                           | 30 points from BUSAN 200, 201, ECON 221, INFOMGMT 290-296, INFOSYS 220-280, STATS 208, 255<br>Restriction: INFOMGMT 392  |
| <b>30 points from: (or 45 points if INFOSYS 310 is selected)</b> |  |  |
| BUSAN 300  | Data Wrangling                               | 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222.<br>Restriction: INFOMGMT 390  |
| BUSAN 301  | Data Visualisation                           | 30 points from BUSAN 200, 201, ECON 221, INFOMGMT 290-296, INFOSYS 220-280, STATS 208, 255   |
| BUSAN 302  | Big Data and Machine Learning                | 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222.<br>Restriction: INFOMGMT 393, INFOSYS 330   |
| BUSAN 303  | Special Topic*                               |  |
| BUSAN 305  | Simulation Modelling                         | 15 points from BUSAN 200, ECON 221, ENGSCI 255, INFOMGMT 290, OPSMGT 255, 258, STATS 201-290<br>Restriction: OPSRES 385  |
| BUSAN 307  | Professional Business Analytics              | BUSAN 201 and 301 and 15 points from BUSAN 200, STATS 208, 255, ECON 221   |
| INFOSYS 310A & B   | Business Project                             | 30 points at Stage II in Business Analytics, Computer Science, Information Systems, Operations and Supply Chain Management and a GPA of 5.0 or higher.<br>Restriction: INFOSYS 340, 342, 345   |
| MKTG 308   | Consumer Insights                            | BUSAN 200 or MKTG 202  |
| OPSMGT 357   | Project Management                           | 30 points at Stage II  |
| STATS 330  | Statistical Modelling                        | STATS 201 or 208   |

\*Check availability. May not be available each year.

# Commercial Law

Commercial law means the law that governs business activities. All businesses use commercial law to create wealth, and to identify and mitigate risks. Commercial law makes everyday business activity possible.

## What you will learn

Commercial Law study is crucial to all business careers, whether in accounting, finance, management, HR, marketing, property or entrepreneurship. Commercial Law complements other business majors. Students can also choose undergraduate courses focused on specific areas of Commercial Law to complement their other major. For example:

- Accounting and Finance students can find it useful to study the law governing financial markets and investments.
- Management and International Business students can find it useful to learn about the law governing different types of business structures, employment, intellectual property and innovation, and international trade.
- Information Systems and Operations Management students can find it useful to learn about the law governing intellectual property and innovation.
- Marketing students can find it useful to learn about marketing law and intellectual property law.
- Property students can find it useful to learn about the law governing real and personal property, and financial instruments.
- Economics students can find it useful to see how economic concepts shape law and regulation.

Commercial Law can also work well in a conjoint degree combination or as an elective with a Science or Engineering degree.

Studying Commercial Law will give you an array of skills that are valued highly in business. It will develop your analytical and critical thinking skills, improve your written communication skills, and help you to think strategically about business opportunities and business risks.

## Areas of study

Commercial Law study focuses on real-life, business-orientated problems. As law impacts on a vast range of business decisions, a wide range of courses is offered by the Department of Commercial Law. Areas that students can choose to explore include finance and property law, corporate law, employment law, marketing law, international trade law, intellectual property law, investment law, and taxation law.

## Career opportunities

Commercial Law is useful for just about every business career. Our graduates have gone on to careers including:

- Partners in accounting firms
- Financial, audit and management accountants
- Chief executives and chief financial officers
- Company directors
- Company secretaries
- Disputes resolution practitioners
- Business and investment analysts and consultants
- Policy advisers
- IT and online consultants
- HR, project and general managers.

| Commercial Law major requirements |                                      |   |
|-----------------------------------|--------------------------------------|---|
| Course                            | Title                                | Pre-requisite   |
| <b>30 points</b>                  |                                      |   |
| COMLAW 201                        | Commercial Contracts                 | COMLAW 101 or 191 or BUSINESS 114 and 115<br>Corequisite: BUSINESS 112 or 113                   |
| COMLAW 203                        | Company Law                          | COMLAW 101 or 191 or BUSINESS 114 and 115<br>Corequisite: BUSINESS 112 or 113                   |
| <b>45 points from</b>             |                                      |   |
| COMLAW 301                        | Taxation                             | COMLAW 201 or 203   |
| COMLAW 303                        | Receiverships and Reconstructions    | COMLAW 203 or LAW 417   |
| COMLAW 304                        | Business Structures for Enterprises  | COMLAW 203  |
| COMLAW 305                        | Financial Markets Law                | COMLAW 203  |
| COMLAW 306                        | Marketing Law                        | BUSINESS 115 or COMLAW 101, and COMLAW 201 or 203 or MKTG 201 or 203, and 30 points at Stage II |
| COMLAW 311                        | Advanced Taxation                    | COMLAW 203 and 301, or LAW 429 and LLB Part II<br>Restriction: LAW 409                          |
| COMLAW 314                        | Employment Law                       | COMLAW 201 or 203, or BUSINESS 115 or COMLAW 101 and MGMT 223, or LAW 121 or 131                |
| COMLAW 315                        | Finance and Property Law             | COMLAW 201 or 203 or PROPERTY 271   |
| COMLAW 318                        | Special Topic*                       |   |
| COMLAW 320                        | Intellectual Property and Innovation | 30 points at Stage II and BUSINESS 115 or COMLAW 101  |
| COMLAW 321                        | Special Topic*                       |   |
| LAWCOMM 422                       | Competition Law                      | LAW 241 or COMLAW 201 and 203<br>Restriction: LAW 419   |

\*Check availability. May not be available each year.

## Complementary subjects

- Accounting
- Finance
- Information Systems
- International Business
- Management
- Marketing
- Operations and Supply Chain Management



# Economics

Many of the great issues confronting societies nationally and globally require trade-offs between conflicting objectives. This is the essence of economics, which is a core component of the social sciences.

## What you will learn

Emphasis is placed on attaining competence in economic analysis and its application to real-world issues. Stage I courses provide a broad introduction to economic thinking and an overview of micro and macroeconomics.

Courses at Stage II and III build on this foundation and examine topics in more detail and in more specialised fields.

Studying at postgraduate level will allow you to extend your knowledge and analytical ability and to develop the research skills valued by employers.

**Note: Both quantitative and non-quantitative major pathways are now available.**

**Students intending to take the quantitative pathway are advised to plan to complete MATHS 108 or 150.**

**A major in Economics, including a B average in ECON 301, 311 and 321 is required for admission to the BCom(Hons) and MCom.**

## Areas of study

You can study all the main areas of economics. Microeconomics is about decision making by individual consumers and firms, and how resources are priced and allocated through markets. Macroeconomics is about outcomes for an economy as a whole, and is concerned with variables such as income, growth, wealth, inflation, unemployment, interest rates and exchange rates. Microeconomics and macroeconomics are also concerned with the interaction between government policies and market outcomes. At postgraduate level you study more advanced courses.

## Career opportunities

If you complete an undergraduate degree, your career options include:

- A trade negotiator for New Zealand in the World Trade Organisation (WTO) or in the Ministry of Foreign Affairs and Trade (MFAT)
- A policy analyst for The Treasury or the Reserve Bank of New Zealand
- An economist in a bank or other financial institution
- A trade consultant for a major firm.

Many jobs in the private sector and opportunities for advancement require at least a masters degree, and often a PhD. Employers value Economics postgraduates' understanding of decision-making, research and analytical skills, and how they can view issues within a national and international context.

## Complementary subjects

- Commercial Law
- Finance
- International Business
- Management
- Statistics
- Marketing
- Operations and Supply Chain Management
- Philosophy
- Political Studies

| Economics major requirements (BCom only)   |                                    |  |
|--|------------------------------------|--|
| Course   | Title                              | Pre-requisite  |
| <b>45 points</b>   |                                    |  |
| ECON 152   | Principles of Economics            | BUSINESS 115 or ECON 151<br>Restriction: ECON 101, 111, 191  |
| ECON 201   | Microeconomics                     | ECON 101 or 152 or 180 points in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130  |
| ECON 211   | Macroeconomics                     | ECON 111 or 152 or 180 points in a BSc major in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130   |
| <b>Other Stage II Econ courses offered (NB: Not required for the ECON major)</b> |                                    |  |
| ECON 200   | Special Topic                      | ECON 111 or ECON 152   |
| ECON 202   | Managerial Economics               | 15 points from BUSINESS 115, ECON 101, 152, 191  |
| ECON 212   | Game Theory                        | 15 points from BUSINESS 115, ECON 101, 151, 152, 191, MATHS 108, 130, PHIL 101   |
| ECON 221   | Introduction to Econometrics       | 15 points from ECON 152, MATHS 108, 130, STATS 101, 102, 108, 125, 191, or at least 18 credits in Mathematics at NCEA Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL) |
| ECON 232   | Economics of Global Development    | ECON 111 and 101 or 191, or ECON 152   |
| ECON 241   | International Economic Policy      | ECON 111 and 101 or 191, or ECON 152   |
| ECON 242   | Economic Policy                    | 15 points from BUSINESS 115, ECON 151, 152   |
| ECON 271   | Behavioural Economics              | 15 points from BUSINESS 115, ECON 151, 152, MATHS 108, 130, PHIL 101, PSYCH 108, 109, STATS 108  |
| <b>45 points from Stage III</b>  |                                    |  |
| ECON 301   | Advanced Microeconomics            | ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130   |
| ECON 302   | Economics of Labour Markets        | ECON 201   |
| ECON 303   | Law and Economics                  | 15 points from ECON 201, 212, 232  |
| ECON 304   | Firms and Markets                  | ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130   |
| ECON 305   | Economic Policy Analysis           | ECON 201, 221  |
| ECON 311   | Advanced Macroeconomics            | ECON 201 or 211, and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130   |
| ECON 321   | Advanced Econometrics              | 15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130   |
| ECON 341   | International Trade                | 15 points from ECON 201, 211, 232, 241   |
| ECON 343   | East Asian Growth and Trade        | 15 points from ECON 201, 211, 232, 241   |
| ECON 351   | Financial Economics                | ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130   |
| ECON 352   | International Finance              | 15 points from ECON 201, 211, 232, 241   |
| ECON 361   | Public Economics                   | ECON 201   |
| ECON 372   | Energy and Environmental Economics | ECON 201   |
| ECON 374   | Special Topic: Urban Economics     | ECON 201   |
| ECON 375   | Health Economics                   | ECON 201   |
| ECON 381   | Foundations of Economic Analysis   | ECON 201   |

Requirements for major in Economics in the BA are different. Please refer to BA regulations.

# Finance

Finance is the study of how individuals and firms allocate resources through time. Finance includes the study of capital markets and the financing decisions facing an organisation.

## What you will learn

- Learn about capital markets and the financing decisions that businesses and organisations make.
- Focus your studies on financial management, financial analysis, investments, corporate environment, public sector, financial accounting or financial reporting.
- Learn about the commercial activity of providing funding and capital through the use of financial instruments in financial and capital markets at postgraduate level.

## Areas of study

Courses available in the Finance major include:

- Financial Management
- Introduction to Investments
- Advanced Financial Management
- Modern Investment Theory and Management
- Risk Management
- Banking and Financial Institutions

A major in Finance combines well with the Accounting major and this is one of the most popular double major choices. You can also study the Bachelor of Commerce in Finance as part of a conjoint degree programme where you study for two degrees concurrently.

## Career opportunities

- Investment broker
- Investment banker
- Merchant banker
- Corporate banker
- Merger and acquisition specialist
- Corporate finance specialist
- Treasury specialist
- Stockbroker
- Financial analyst
- University lecturer

## Complementary subjects

- Accounting
- Business Analytics
- Econometrics
- Economics
- Management
- Marketing
- Mathematics
- Statistics

| Finance major requirements |   |   |
|----------------------------|---|---|
| Course                     | Title                                   | Pre-requisite   |
| <b>75 points</b>           |   |   |
| ACCTG 102                  | Accounting Concepts                     | ACCTG 101 or BUSINESS 114   |
| MATHS 108                  | General Mathematics 1                   | Prerequisite: MATHS 102 or 110 or at least 13 credits in Mathematics at NCEA Level 3 including the Differentiation Standard 91578, or D in CIE A2 Mathematics or C in CIE AS Mathematics or 3 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL)<br>Restriction: ENGGEN 150, ENGSCI 111, MATHS 120, 130, 208, 250 |
| MATHS 208                  | General Mathematics 2                   | 15 points from MATHS 108, ENGSCI 111, ENGGEN 150, or MATHS 120 and MATHS 130, or a B- or higher in MATHS 110<br>Restriction: Cannot be taken, concurrently with, or after MATHS 250, 253  |
| FINANCE 251                | Financial Management                    | ACCTG 102, and ECON 221 or STATS 108  |
| FINANCE 261                | Introduction to Investments             | FINANCE 251 or<br>180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 130   |
| <b>45 points from</b>      |   |   |
| ACCTG 371                  | Financial Statement Analysis            | FINANCE 251 or 261, and ACCTG 211 or 292  |
| FINANCE 351                | Advanced Financial Management           | FINANCE 251   |
| FINANCE 361                | Modern Investment Theory and Management | FINANCE 261 and MATHS 208 or 250  |
| FINANCE 362                | Risk Management                         | FINANCE 261 and MATHS 208 or 250  |
| FINANCE 383                | Banking and Financial Institutions      | FINANCE 251 or ECON 201 and 211   |
| FINANCE 384                | Special Topic*                          |   |
| ECON 352                   | International Finance                   | 15 points from ECON 201, 211, 232, 241  |
| COMLAW 305                 | Financial Markets Law                   | COMLAW 203  |

\*Check availability. May not be available each year.



# Information Systems

The discipline of Information Systems deals with how information and communications technology can be used to achieve strategic goals. The focus is on developing and using cutting-edge products to solve important organisational problems.

## What you will learn

You may choose to concentrate on the analysis of systems, the design of systems, or the use of information systems in organisations.

## Areas of study

- Information Systems involves the analysis and design of systems, including areas such as computer networking, information security, database management, and decision support systems.
- Management of Information Systems deals with the practical and theoretical problems of collecting and analysing information in a business function area. Topics include business productivity tools, applications programming and implementation, electronic commerce, digital media production, data mining and decision support.
- Data Communications and Networking deals with the telecommunication technologies that are increasingly important in today's world. The data communications and computer network courses are integrated with the Cisco Networking Academy Programme, giving students the opportunity to prepare for the CCNA professional networking certification.

Studying Information Systems at postgraduate level involves looking at both the technical and organisational aspects of information technology.

## Career opportunities

Depending on what study area you decide to focus on, an exciting range of careers is open to you:

- Information Systems: application developer/consultant, business analyst/consultant, business process engineer, systems analyst/consultant/developer, programmer analyst, software engineer or database administrator.
- Management of Information Systems: business analyst/consultant, knowledge manager, IT project manager, business intelligence consultant or ERP consultant.
- Data Communications and Networking: network administrator, network engineer, network analyst/consultant or data communications specialist.

If you choose to complete a postgraduate degree, more advanced or senior roles are possible, including those that impact the strategic direction of an organisation.

## Complementary subjects

- Accounting
- Management
- Marketing
- Economics
- Business Analytics
- Operations and Supply Chain Management

| Information Systems major requirements   |                                     |  |
|--|-------------------------------------|--|
| *For pre-2020 major requirements, please visit the website or refer to University Calendar |                                     |  |
| Course   | Title                               | Pre-requisite  |
| <b>30 points</b>   |                                     |  |
| INFOSYS 220  | Business Systems Analysis           | 15 points from COMPSCI 101, 105, 107, 130, INFOMGMT 192, INFOSYS 110<br>Restriction: INFOMGMT 291  |
| INFOSYS 222  | Database Systems                    | 15 points from COMPSCI 101, 105, 107, 130, INFOSYS 110   |
| <b>15 points from INFOSYS 303, INFOSYS 305</b>   |                                     |  |
| INFOSYS 303  | Solutions Architecture              | INFOMGMT 291 or INFOSYS 220, and BUSAN 201 or INFOMGMT 292 or INFOSYS 222, and COMPSCI 130 or INFOSYS 221. Restriction: INFOSYS 320  |
| INFOSYS 305  | Digital Strategy and Transformation | INFOSYS 220. Restriction: INFOSYS 323  |
| <b>30 points (or 45 points if INFOSYS 310 is selected) from:</b>                           |                                     |  |
| BUSAN 301  | Data Visualisation                  | 30 points from BUSAN 200, 201, ECON 221, INFOMGMT 290-296, INFOSYS 220-280, STATS 208, 255<br>Restriction: INFOMGMT 392  |
| BUSAN 302  | Big Data and Machine Learning       | 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222. Restriction: INFOMGMT 393, INFOSYS 330  |
| INFOSYS 300  | Robotic Process Automation          | 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering                                     |
| INFOSYS 302  | Special Topic*                      |  |
| INFOSYS 304  | IT Infrastructure                   | 15 points from COMPSCI 230, INFOSYS 220, and 15 points from BUSAN 200, 201, COMPSCI 215, 235, INFOSYS 203, OPSMGT 258, SCIGEN 201.<br>Restriction: INFOSYS 224, 322, 339   |
| INFOSYS 306  | Digital Business and Innovation     | 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering. Restriction: INFOSYS 323, 338, 344 |
| INFOSYS 310A & B   | Business Project                    | 30 points at Stage II in Business Analytics, Computer Science, Information Systems, Operations and Supply Chain Management and a GPA of 5.0 or higher.<br>Restriction: INFOSYS 340, 342, 345   |
| INFOSYS 321  | Enterprise Systems                  | 15 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations Management, Software Engineering  |
| INFOSYS 341  | Information Security in Business    | 30 points at Stage II in either Business Analytics, Computer Science, Information Systems  |
| OPSMGT 357   | Project Management                  | 30 points at Stage II  |

\*Check availability. May not be available each year.



# Innovation and Entrepreneurship

Innovation and Entrepreneurship is focused on developing knowledge, skills and understanding of how an innovative idea, product or process can be used to form a new and successful business, or to help an existing firm to grow and expand.

## What you will learn

You will develop essential understanding and knowledge of how to test whether an innovative idea, product or process will be demanded by customers, how to finance start-up ventures and innovation projects, and how to sell and market new products and services into national and international markets.

## Areas of study

You will focus on how innovative new products and services are developed, and how entrepreneurs think and make decisions. You will also learn how entrepreneurial firms compete for customers in national and international markets, how they form strategies and how they organise their activities and operations to grow into successful and profitable businesses.

Innovation and Entrepreneurship is a strong complementary major for students completing a Bachelor of Commerce. A number of the courses are also available to students in other degree programmes and are especially relevant to those studying sciences and technology-related disciplines.

## Career opportunities

A wide and varied range of roles and careers is open to you when you study Innovation and Entrepreneurship at either the undergraduate or postgraduate level, including working in a start-up or innovative business, business development, management consulting, or as an entrepreneurial manager.

## Complementary subjects

- Accounting
- Finance
- Information Systems
- International Business
- Marketing
- Operations and Supply Chain Management

### Innovation and Entrepreneurship major requirements

#### For students first enrolled from 2020

| Course                | Title  | Pre-requisite   |
|-----------------------|--|---|
| <b>30 points</b>      |  |   |
| INNOVENT 203          | The Entrepreneurial Mindset                    | 15 points from BUSINESS 102, 103, 112, 113, MGMT 101, or 90 points passed, or 60 points from Part I of the BE(Hons) Schedule  |
| INNOVENT 204          | Understanding Entrepreneurial Opportunities    | BUSINESS 102 or 103 or 112 or 113, or INNOVATE 100 or SCIGEN 201. Restriction: INNOVENT 202   |
| <b>45 points from</b> |  |   |
| INNOVENT 305          | Special Topic*                                 | 15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204, MGMT 202, 211, SCIGEN 201   |
| INNOVENT 307          | Ecosystems for Innovation and Entrepreneurship | 15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204, MGMT 202, 211, SCIGEN 201   |
| INNOVENT 308          | Advanced Entrepreneurship                      | INNOVENT 204.<br>Restriction: INNOVENT 303  |
| INNOVENT 309          | Responsible Innovation                         | 15 points from ENGGEN 303, INNOVENT 201, 203, 204, SCIGEN 201.<br>Restriction: INNOVENT 302   |
| INNOVENT 310          | Women in Entrepreneurship                      | Either 15 points from INNOVENT 201, 203, 204, SCIGEN 201, or 60 points at Stage II  |
| MGMT 302              | Strategic Management                           | 15 points at Stage II in Business, International Business, Innovation and Entrepreneurship, Management, or 15 points from ENGGEN 204, 303, SCIGEN 201, 301, 301G<br>Restriction: BUSINESS 304 |

\*Check availability. May not be available each year.



# International Business

International Business is concerned with firms that operate across borders. It asks why these firms exist, how they succeed in the complex and changeable international environment, and what their activities mean for the countries in which they do business.

## What you will learn

You will examine how business organisations operate in an international environment and gain an understanding of the development and implementation of strategy, managerial activities, and organisational issues relating to cross-border activities.

## Areas of study

Areas of study include the challenges of managing international companies, both large and small; especially international growth and expansion into new markets; the fundamentals of strategic management; cross-cultural management; globalisation; Asia, Europe, and the Americas; and the regulation and politics of international business.

Postgraduate study will prepare you for the challenges of today's complex global business environment – devoid of geographic boundaries due to factors like electronic communication, global distribution networks, and a globalised financial system. You will learn how organisations operate in different countries at the same time, and how vital it is to understand different cultures, politics and economic environments.

## Career opportunities

All areas of management in internationally active organisations and institutions with whom they co-operate, such as exporters, global consumer or industrial goods manufacturers, financial service providers, travel and tourism operators, trade promotion agencies and development agencies.

Postgraduate study will open up career opportunities at the more senior levels of academia.

## Complementary subjects

- Economics
- Geography
- Innovation and Entrepreneurship
- Languages
- Management
- Marketing
- Operations and Supply Chain Management

| International Business major requirements |                                       |  |
|---|---------------------------------------|--|
| Course                                    | Title                                 | Pre-requisite  |
| <b>30 points</b>                          |                                       |  |
| INTBUS 201                                | Foundations of International Business | Either 15 points from BUSINESS 102, 112, 113 or MGMT 101, and 15 points from ECON 111 or 151 or 152, BUSINESS 115 or ECON 152 or 191, OR 15 points from ECON 111, 151, 152 and 30 points in International Relations and Business<br>Restriction: INTBUS 210, 211 |
| INTBUS 202                                | Foundations of Strategy               | 15 points from BUSINESS 102, 112, 113, MGMT 101, or 15 points from ECON 151, 152 and 30 points in International Relations and Business   |
| <b>15 points</b>                          |                                       |  |
| INTBUS 300                                | Firms Across Frontiers                | INTBUS 201 or 202<br>Restriction: INTBUS 301, 302  |
| <b>15 points from</b>                     |                                       |  |
| INTBUS 305                                | Governing International Business      | BUSINESS 200 or INTBUS 201 or 210 or 211 or INTBUS 201 and 30 points at Stage II in International Relations and Business<br>Restriction: INTBUS 304  |
| INTBUS 306                                | Global and Regional Business          | BUSINESS 200 or INTBUS 201 or 210 or 211 or INTBUS 201 and 30 points at Stage II in International Relations and Business<br>Restriction: INTBUS 310, 311, 312, 313   |
| INTBUS 307                                | International Management and Strategy | INTBUS 201 or 202 or 210 or 211<br>Restriction: INTBUS 303   |
| <b>15 points from</b>                     |                                       |  |
| INTBUS 305                                | Governing International Business      | BUSINESS 200 or INTBUS 201 or 210 or 211 or INTBUS 201 and 30 points at Stage II in International Relations and Business<br>Restriction: INTBUS 304  |
| INTBUS 306                                | Global and Regional Business          | BUSINESS 200 or INTBUS 201 or 210 or 211 or INTBUS 201 and 30 points at Stage II in International Relations and Business<br>Restriction: INTBUS 310, 311, 312, 313   |
| INTBUS 307                                | International Management and Strategy | INTBUS 201 or 202 or 210 or 211<br>Restriction: INTBUS 303   |
| INTBUS 308                                | Special Topic*                        | INTBUS 201 or 202 or 210 or 211  |
| MGMT 302                                  | Strategic Management                  | 15 points at Stage II in Business, International Business, Innovation and Entrepreneurship, Management, or 15 points from ENGGEN 204, 303, SCIGEN 201, 301, 301G<br>Restriction: BUSINESS 304  |
| BUSINESS 328                              | Special Topic*                        | 30 points in Management or International Business or Innovation and Entrepreneurship<br>Restriction: BUSINESS 309  |

\*Check availability. May not be available each year.

# Management

Management examines management policies and practices in the context of organisational growth and development, management theory, theories of leadership, communication processes, employment relations and the dynamics of organisational behaviour.

## What you will learn

The importance of managing people, and of management processes generally, means that courses offered in management are relevant to most students in the University.

You will learn about the importance of human and labour factors in organisations including the structure, design and culture of organisations, management theory, policies and practices, and employment relations issues both within New Zealand and internationally.

Studying Management as a discipline is not only for those who want to be a manager. Management may interest you because you want to understand how an organisation works. At postgraduate level, you will learn about leadership roles and how people function in organisations.

## Areas of study

You can combine courses to focus your studies in any of the following areas: general management and strategy, international and cross-cultural management, human resources and employment relations or organisational studies.

The department also delivers Employment Relations and Organisation Studies (EROS) in the Bachelor of Arts (BA). EROS is the key area of study for those who wish to become human resources or employee relations specialists.

Courses in EROS are useful companions to such social sciences as Psychology, Sociology and Economics. Further information can be found on the Faculty of Arts website.

## Career opportunities

A wide and varied range of roles and careers is open to you when you study Management at either undergraduate or postgraduate level including general management, consulting, business strategy, training and development, recruitment, human resources, employment relations, public policy, business consulting and senior management roles in business and industry.

## Complementary subjects

- Accounting
- Business Analytics
- Finance
- Information Systems
- International Business
- Management
- Marketing
- Operations and Supply Chain Management
- Psychology
- Sociology

| Management major requirements |  |   |
|-------------------------------|--|---|
| Course                        | Title                                    | Pre-requisite   |
| <b>30 points</b>              |  |   |
| MGMT 211                      | Understanding Organisations              | Either 15 points from BUSINESS 102, 112, 113, MGMT 101, or 30 points at Stage I from Anthropology, Communication or Sociology   |
| MGMT 223                      | Understanding Work and People            | Either 15 points from BUSINESS 102, 112, 113, MGMT 101, or 30 points at Stage I from Anthropology, Communication or Sociology   |
| <b>30 points from</b>         |  |   |
| MGMT 300                      | Management in Dynamic Contexts           | BUSINESS 200 or MGMT 202 or MGMT 211 or ENGGEN 302 or ENGGEN 303 or SCIGEN 201<br>Restriction: MGMT 301   |
| MGMT 304                      | Managing People                          | MGMT 211 or 223   |
| MGMT 309                      | Organisational Ethics and Sustainability | BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics and GPA above 4.0<br>Restriction: MGMT 331  |
| MGMT 314                      | Critical Issues in Organisations         | BUSINESS 200 or MGMT 211<br>Restriction: MGMT 311   |
| COMLAW 314                    | Employment Law                           | COMLAW 201 or 203, or BUSINESS 115 or COMLAW 101 and MGMT 223, or LAW 121 or 131  |
| <b>15 points from</b>         |  |   |
| MGMT 300                      | Management in Dynamic Contexts           | BUSINESS 200 or MGMT 202 or MGMT 211 or ENGGEN 302 or ENGGEN 303 or SCIGEN 201<br>Restriction: MGMT 301   |
| MGMT 302                      | Strategic Management                     | 15 points at Stage II in Business, International Business, Innovation and Entrepreneurship, Management, or 15 points from ENGGEN 204, 303, SCIGEN 201, 301, 301G<br>Restriction: BUSINESS 304 |
| MGMT 304                      | Managing People                          | MGMT 211 or 223   |
| MGMT 309                      | Organisational Ethics and Sustainability | BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics<br>Restriction: MGMT 331  |
| MGMT 314                      | Critical Issues in Organisations         | BUSINESS 200 or MGMT 211<br>Restriction: MGMT 311   |
| BUSINESS 328                  | Special Topic*                           | 30 points in Management or International Business or Innovation and Entrepreneurship<br>Restriction: BUSINESS 309   |

\*Check availability. May not be available each year.





# Marketing

Marketing is the area of management responsible for researching and satisfying customer needs, through product and service development, planning, pricing, advertising, promotion and distribution.

## What you will learn

Marketing also focuses on developing and managing ongoing relationships with customers, competitors, partners, suppliers and other shareholders. The teaching approach emphasises the strong functional linkages that exist in practice between marketing and finance, accounting, operations, personnel, information systems, business communications and strategic management.

Guest speakers from industry participate in teaching the programme to ensure that a balance is maintained between theory constructs and the practical aspects of business management.

## Areas of study

You can combine courses to focus your studies in any of the following areas: marketing management, advertising and communications, marketing science or services management.

## Career opportunities

Graduates with an undergraduate major in Marketing typically enjoy a wide range of employment opportunities. Most take up first positions in sales or as assistants in marketing departments and general management. Others may be employed in marketing research or advertising.

Should you wish to pursue the study of Marketing at postgraduate level, more senior positions are possible such as advertising manager, consumer behaviour consultant, marketing researcher, product and brand manager, public relations manager or retail manager. An academic role is also a career path open to you.

## Complementary subjects

- Accounting
- Business Analytics
- Computer Science
- Economics
- Finance
- Human Geography
- Information Systems
- Innovation and Entrepreneurship
- International Business
- Languages
- Law
- Management
- Operations and Supply Chain Management
- Psychology
- Sociology
- Statistics



### Marketing major requirements

| Course                 | Title                             | Pre-requisite   |
|------------------------|-----------------------------------|---|
| <b>30 points</b>       |                                   |   |
| MKTG 202               | Marketing Research                | MKTG 201 or 203 and STATS 100 or 108  |
| MKTG 203               | Strategic Marketing               | 15 points from BUSINESS 102, 103, 112, 113, MGMT 101<br>Restriction: MKTG 201                           |
| <b>15 points</b>       |                                   |   |
| MKTG 303               | Consumer Behaviour                | MKTG 201 or 203   |
| <b>30 points from:</b> |                                   |   |
| MKTG 301               | Advanced Marketing Strategy       | MKTG 202 and 201 or 203   |
| MKTG 302               | Advanced Marketing Research       | MKTG 202 and 201 or 203   |
| MKTG 304               | Digital Marketing                 | MKTG 202 and 201 or 203<br>Restriction: INFOSYS 344   |
| MKTG 305               | Services Marketing and Management | MKTG 202 and 201 or 203   |
| MKTG 306               | Advertising and Branding          | MKTG 202 and MKTG 201 or 203, or COMMS 100, 104, MKTG 151 with a B grade or higher and COMMS 202 or 204 |
| MKTG 308               | Customer Insights                 | BUSAN 200 or MKTG 202   |
| MKTG 309               | Social and Sustainable Marketing  | MKTG 201 or 203   |
| MKTG 312               | Special Topic*                    | MKTG 202 and 201 or 203   |
| MKTG 314               | Customer Value Management         | MKTG 201 or 203   |

\*Check availability. May not be available each year.

# Operations and Supply Chain Management

Operations and Supply Chain Management deals with understanding and integrating business processes within and between organisations.

## What you will learn

Studying Operations and Supply Chain Management will enable you to solve complex business problems related to the journey of products and services from the manufacturer or provider to the end customer.

You will gain an understanding of the techniques required for managing and improving the integration of design, resources, processes and customer requirements.

## Areas of study

This subject includes topics in operations management, business process design, supply chain management, business logistics, production planning and scheduling and quality management.

When you study at postgraduate level you will look at the design, management and improvement of processes, systems and networks for use within and between organisations. Areas of research include manufacturing and service systems modelling, quality management, supply chain modelling and coordination, systems thinking and health care delivery.

## Career opportunities

Depending on whether you complete an undergraduate or postgraduate degree, you could work as an operations analyst/ consultant/ manager, business process engineer, production and scheduling planner/ manager, quality manager, ERP consultant, supply chain consultant or change manager.

## Complementary subjects

- Accounting
- Business Analytics
- Economics
- Engineering
- Information Systems
- Innovation and Entrepreneurship
- International Business
- Management
- Marketing

| Operations and Supply Chain Management major requirements       |  |   |
|---|--|---|
| Course  | Title  | Pre-requisite   |
| <b>45 points</b>  |  |   |
| OPSMGT 255  | Introduction to Operations and Supply Chain Management | BUSINESS 111 and 15 points from ECON 221, STATS 101, 108  |
| OPSMGT 258  | Business Process Design                                | BUSINESS 111 and 15 points from ECON 221, STATS 101, 108  |
| OPSMGT 370  | Operations and Supply Chain Strategy                   | OPSMGT 255 or ENGGEN 303  |
| <b>30 points (or 45 points if INFOSYS 310 is selected) from</b> |  |   |
| BUSAN 305   | Simulation Modelling                                   | 15 points from BUSAN 200, ECON 221, ENGSCI 255, INFOMGMT 290, OPSMGT 255, 258, STATS 201-290<br>Restriction: OPSRES 385   |
| OPSMGT 357  | Project Management                                     | 30 points at Stage II   |
| OPSMGT 371  | Business Logistics                                     | OPSMGT 255 or STATS 255 or ENGSCI 255   |
| OPSMGT 372  | Quality Management                                     | 15 points from INFOMGMT 192, STATS 101, 108 and 30 points at Stage II   |
| OPSMGT 376  | Strategic Procurement                                  | OPSMGT 225 or ENGGEN 303 and 30 points at Stage II  |
| INFOSYS 310A<br>INFOSYS 310B                                    | Business Project                                       | 30 points at Stage II in Business Analytics, Computer Science, Information Systems, Operations and Supply Chain Management and a GPA of 5.0 or higher<br>Restriction: INFOSYS 340, 342, 345<br><br>To complete this course students must enrol in INFOSYS 310 A and B |
| INFOSYS 321   | Enterprise Systems                                     | 15 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations Management, Software Engineering   |



# Taxation

Knowledge of tax is essential for people engaged in any type of business activity. Tax is a cost on business and tax compliance is the most common area where business and government come into contact. Accordingly, a basic understanding of tax is useful for all students and an essential prerequisite for those aiming for membership of the New Zealand Institute of Chartered Accountants.

## Career opportunities

Majoring in Taxation as a specialist subject in your degree offers a range of professional possibilities. Tax as a career is less subject to the normal business cycles and demand for tax professionals is always strong. Career opportunities range from tax consulting and financial planning to international structured finance.

## Complementary subjects

- Accounting
- Finance
- Economics

| Taxation major requirements |   |  |
|-----------------------------|---|--|
| Course                      | Title                                   | Pre-requisite  |
| <b>30 points</b>            |   |  |
| COMLAW 201                  | Commercial Contracts                    | COMLAW 101 or 191, or BUSINESS 114 and 115<br>Corequisite: BUSINESS 112 or 113 |
| COMLAW 203                  | Company Law                             | COMLAW 101 or 191, or BUSINESS 114 and 115<br>Corequisite: BUSINESS 112 or 113 |
| <b>30 points</b>            |   |  |
| COMLAW 301                  | Taxation                                | COMLAW 201 or 203  |
| COMLAW 311                  | Advanced Taxation                       | COMLAW 203 and 301, or LAW 429 and LLB Part II<br>Restriction: LAW 409         |
| <b>15 points from</b>       |   |  |
| ACCTG 311                   | Financial Accounting                    | ACCTG 211  |
| ACCTG 371                   | Financial Statement Analysis            | FINANCE 251 or 261, and ACCTG 211 or 292                                       |
| ECON 361                    | Public Economics                        | ECON 201   |
| FINANCE 361                 | Modern Investment Theory and Management | FINANCE 261 and MATHS 208 or 250   |





# Bachelor of Property

Property constitutes a major proportion of the world's wealth. In New Zealand the property base is in excess of \$400 billion and New Zealand property professionals have a vital role in impacting on the performance and growth of that asset base. The Bachelor of Property provides students with the academic background to enter any branch of the property profession in New Zealand or internationally.

## What you will learn

In the degree programme you will study a range of fields including property development, property investment, property management, property valuation and property finance.

The Department of Property has strong links with the property professions and a number of the courses are presented by lecturers from the property industry. Undergraduate students also have the opportunity to be mentored by senior people from the profession.

## Areas of study

The degree fulfils the academic requirements for membership of such professional bodies as the Valuers Registration Board, the Property Institute of New Zealand, the Real Estate Institute of New Zealand and the Royal Institution of Chartered Surveyors.

## Career opportunities

Many graduates have successfully found careers in leading companies both in New Zealand and internationally. Property related jobs can be diverse and flexible with attractive starting salaries.

Employment opportunities for Bachelor of Property graduates exist in numerous areas including:

- Property valuation
- Financial analysis
- Property development
- Commercial lending
- Property investment
- Market analysis
- Corporate real estate
- Property management
- Asset and portfolio management
- Property marketing
- Real estate sales and leasing

| Bachelor of Property – (For students first enrolled from 2020) |  |  |
|--|--|--|
| Course   | Title  | Pre-requisite  |
| <b>225 points from:</b>  |  |  |
| BUSINESS 111   | Understanding Business   | Restriction: BUSINESS 101, MGMT 101  |
| BUSINESS 112 or BUSINESS 113                                   | Managing Sustainable Growth 1 or Managing Sustainable Growth 2 | BUSINESS 101 or 111<br>Restriction: BUSINESS 102, 113, MGMT 101                              |
| BUSINESS 114   | Accounting for Decision Making                                 | Restriction: ACCTG 101   |
| BUSINESS 115   | Economics, Markets and Law                                     | Restriction: ECON 101, 111, 151, 151G, 191   |
| INFOSYS 110  | Digital Systems  |  |
| PROPERTY 102   | Introduction to Property                                       |  |
| PROPERTY 103   | Property Analytics   |  |
| PROPERTY 211   | Property Valuation   | 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102.<br>Corequisite: PROPERTY 251           |
| PROPERTY 221   | Property Marketing   | 15 points from BUSINESS 102, 112, 113, PROPERTY 102  |
| PROPERTY 231   | Property Management  | 15 points from BUSINESS 102, 112, 113, PROPERTY 102  |
| PROPERTY 241   | Land-use Planning and Controls                                 | 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102                           |
| PROPERTY 251   | Property Finance and Investment                                | 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102   |
| PROPERTY 261   | Property Economics   | 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102                           |
| PROPERTY 271   | Property Law   | 30 points from BUSINESS 112, 113, 114, 115, or COMLAW 101 and PROPERTY 102                   |
| PROPERTY 281   | Building Construction  | 15 points from BUSINESS 102, 112, 113, PROPERTY 102.<br>Restriction: PROPERTY 141            |
| <b>15 points from</b>  |  |  |
| STATS 100  | Functioning in Statistics                                      | Restriction: STATS 100 may not be taken with, or after passing, any other Statistics course. |
| STATS 108  | Statistics for Commerce  | Restriction: STATS 101, 102, 107, 191  |
| <b>15 points from</b>  |  |  |
| PROPERTY 360-364   | Capstone courses   | 45 points at Stage III in Property. Restriction: refer to Calendar                           |
| <b>75 points from</b>  |  |  |
| PROPERTY 300   | Directed Study*  |  |
| PROPERTY 311   | Advanced Valuation   | 90 points from PROPERTY 211-281  |
| PROPERTY 312   | Plant and Machinery Valuation                                  | 90 points from PROPERTY 211-281  |
| PROPERTY 321   | Advanced Property Marketing                                    | 90 points from PROPERTY 211-281  |
| PROPERTY 331   | Advanced Property Management                                   | 90 points from PROPERTY 211-281  |
| PROPERTY 342   | Property Development   | 90 points from PROPERTY 211-281  |
| PROPERTY 351   | Advanced Property Finance and Investment                       | 90 points from PROPERTY 211-281  |
| PROPERTY 370   | Building Surveying   | 90 points from PROPERTY 211-281  |
| PROPERTY 371   | Property Project   | 90 points from PROPERTY 211-281. Restriction: PROPERTY 372                                   |
| PROPERTY 372   | Applied Valuation Project                                      | 90 points from PROPERTY 211-281. Corequisite: PROPERTY 311<br>Restriction: PROPERTY 371      |
| PROPERTY 380   | Property Issues and Trends                                     | 90 points from PROPERTY 211-281  |
| PROPERTY 382   | Māori Land Issues  | 90 points from PROPERTY 211-281  |
| PROPERTY 384   | Property Technology  | 90 points from PROPERTY 211-281  |
| PROPERTY 385   | Special Topic*   |  |

\*Check availability. May not be available each year.

For information about the specific requirements for the BProp conjoint degree see page 7.

# Course schedule 2023

Find out which courses are available in each semester.

Check the [course catalogue](#) for the full schedule.

## KEY

SS: Summer School

S1: Semester One

S2: Semester Two

## Academic English

### ACADENG 104 S1, S2

#### Academic English for Business

Focuses on core English academic reading and writing skills, and strategies for learning disciplinary vocabulary. Targets the academic literacy needs of students in accessing the undergraduate business curriculum and develops awareness of appropriate text structures and academic style to understand and express business-related concepts in an academic context.

**Restriction:** May not be taken if ENGWRIT 101 or ESOL 201 or ACADENG 201 or ESOL 210 or ACADENG 210 has previously been passed.

## Accounting

### ACCTG 102 SS, S1, S2

#### Accounting Concepts

Basic principles and concepts of accounting that underlie the production of information for internal and external reporting. This course provides the technical platform for second year courses in financial and management accounting, finance, and accounting information systems.

**Pre-requisite:** ACCTG 101 or BUSINESS 114

### ACCTG 151G S1

#### Financial Literacy

People who understand the basic principles of finance are likely to get much more mileage out of their money – whether spending, borrowing, saving or investing – than those who do not. Develop an understanding of how to be in control of spending and saving, understand borrowing, make informed investment decisions, know broadly what to insure and what not to, recognise scams and consider whether money is the key to happiness.

**Restriction:** May not be taken by students with a concurrent or prior enrolment in Accounting or Finance courses.

### ACCTG 211 S1, S2

#### Financial Accounting

The study of financial accounting principles within New Zealand, to enable students to: (i) understand how they are developed and influenced; (ii) understand and apply New Zealand Financial Reporting Standards; (iii) report the results of complex business structures involving multiple entities and segments. Completing students will understand the role financial statements play in investment, analysis and contracting decisions,

providing a base for advanced study and supporting other areas, particularly finance.

**Pre-requisite:** ACCTG 102

### ACCTG 221 S1, S2

#### Cost and Management Accounting

Budgets and standards, costing systems, cost information for decision-making and control, performance appraisal and contemporary related issues.

**Pre-requisite:** ACCTG 102

### ACCTG 222 S1, S2

#### Accounting Information Systems

Encompasses the development and distribution of economic information about organisations for internal and external decision-making. Major themes include: objectives and procedures of internal control, the database approach to data management, data modelling, typical business documents and reports and proper system documentation through data flow diagrams and flowcharts.

**Pre-requisite:** ACCTG 102, INFOSYS 110

### ACCTG 311 S1, S2

#### Financial Accounting

Explanatory and prescriptive theories of accounting provide the context for an examination of the determinants of financial reporting practice in New Zealand with special reference to accounting for pensions, foreign currency, deferred tax and financial instruments. Issues in international accounting and professional ethics are also addressed.

**Pre-requisite:** ACCTG 211

### ACCTG 312 S1, S2

#### Auditing

An introduction to the audit of financial statements. The objective of an audit is to add credibility to the information contained in the financial statements. Emphasises the auditor's decision-making process in determining the nature and amount of evidence necessary to support management's assertions. The end result of a financial statement audit is a report that expresses the auditor's opinion on the fair presentation of the client's financial statements.

**Pre-requisite:** ACCTG 211 or 292, and INFOMGMT 296 or 294 or ACCTG 222

### ACCTG 321 S1

#### Strategic Management Accounting

A study of the design of revenue and cost management systems to facilitate strategic decisions. This includes activity-based costing and activity-based management. The learning environment is student-centred with the seminar leader's role being that of facilitator rather than lecturer. Students work not only as individuals but also in teams. The learning environment is a combination of lectures, case studies and related readings.

**Pre-requisite:** ACCTG 221 or 291

### ACCTG 323 S2

#### Performance Measurement and Evaluation

The design of performance measurement frameworks such as the Balanced Scorecard incorporating strategy maps and alignment principles. Methods of performance analysis will cover ratios, weighting systems and Data Envelopment Analysis. Evaluation principles and methods will include internal audit perspectives around project and programme evaluation, cost-benefit analysis, randomised control tests and value-for-money.

**Pre-requisite:** 30 points passed at Stage II

### ACCTG 331 S2

#### Revenue and Cost Management

Revenue management concepts and techniques and their support by cost management systems are studied with particular reference to service organisations. The range of services encompasses both private and public sector organisations. Components include: yield management, pricing, linear programming, project management, valuation principles and methodologies.

**Pre-requisite:** ACCTG 221 or 291

### ACCTG 371 S1, S2

#### Financial Statement Analysis

How is financial statement information used to evaluate a firm's performance, risk and value? An opportunity to examine this question and to gain experience in evaluating performance, assessing risk and estimating value.

**Pre-requisite:** FINANCE 251 or 261, and ACCTG 211 or 292

## Business

### BUSINESS 111 S1, S2

#### Understanding Business

Business involves creating and capturing value through innovation and entrepreneurship. Develops an understanding of customers and markets, and the legal, economic and social environment within which business operates, nationally and globally. Develops personal and professional capabilities needed in business, including strategies to manage self and work effectively with others.

**Restriction:** BUSINESS 101, MGMT 101

### BUSINESS 112 S1, S2

#### Managing Sustainable Growth 1

Develops understanding of how to manage people, processes and resources for the benefit of business and society. Focuses on innovation and entrepreneurship, and the decisions and trade-offs involved in growing a business, managing customer relationships, and competing in international markets. Explores strategies to enhance productivity and ensure sustainability, and how legal tools can be used to protect value.

**Pre-requisite:** BUSINESS 101 or 111

**Restriction:** BUSINESS 102, 113, MGMT 101

### BUSINESS 114 SS, S1, S2

#### Accounting for Decision Making

Examines how understanding financial, non-financial and legal information is critical to business decision making. Considers the accounting and legal requirements, issues and mechanisms that impact management of an organisation. Develops skills in analysing, interpreting and communicating accounting information.

**Restriction:** ACCTG 101

### BUSINESS 115 S1, S2

#### Economics, Markets and Law

Considers how the economic and legal environment affects individuals, businesses, markets and the global economy. Explores the meaning and impact of price fluctuations, interest rate changes, exchange rate movements and balance of payments problems, standard of living comparisons, regional trading agreements, and regulatory and legal mechanisms and constraints.

**Restriction:** ECON 101, 111, 151, 151G, 191

### BUSINESS 151G S2

#### Communication in a Multicultural Society

Communication knowledge and skills are essential in business careers and for interpersonal and intercultural relationships. This course offers a theory-based approach combined with applied communication practices. Communication knowledge, competencies and skills are developed through exploring relationships, mediated communication, writing, team dynamics, oral presentation and technologies.

**Restriction:** BUSINESS 101, 111, 291, MGMT 291

### BUSINESS 202 S1, S2

#### Business Consulting

Teams will apply multidisciplinary knowledge to solve complex problems in business scenarios. Builds skills in interpreting and presenting business information, project management, ethical decision-making and working in teams. Develops and advances core knowledge, including goals and strategy, organisational culture and structure, marketing, legal analysis, operations and supply chain management, within a dynamic macroeconomic environment.

**Pre-requisite:** 45 points from BUSINESS 112, 113, 114, 115 or ECON 152

### BUSINESS 350 S1, S2

#### Business Simulation

An integrated team-based capstone experience based on a business simulation requiring students to demonstrate their ability to work collaboratively as they engage in strategic decision-making.

**Pre-requisite:** BUSINESS 202 and 45 points at Stage III from BCom courses

**Restriction:** BUSINESS 351-353

### BUSINESS 351 S1, S2

#### Industry Case

A challenging 'real world' business case project requiring demonstration of personal and professional skills as teams assess a situation, propose solutions and communicate recommendations.

**Pre-requisite:** BUSINESS 202 and 45 points at Stage III from BCom courses

**Restriction:** BUSINESS 350, 352, 353



## Business Analytics

### BUSAN 100G S1

#### Digital Information Literacy

Introduces students to skills, technologies, and techniques for the effective use of digital information. Information in all spheres of personal and professional life is increasingly created, stored, analysed, exchanged and communicated in digital forms. Digital information literacy will help students be more productive in the digital age.

**Restriction:** Cannot be taken with or after INFOSYS 110-345

### BUSAN 200 S1

#### Business Analytics

An introduction to the science of fact based, data driven, decision making, exposure to different approaches, support tools, and analytical methods for decision making, particularly using spreadsheets, reinforcement of critical thinking skills and the ability to intelligently use information; and development and integration of modelling skills in a variety of decision-making-oriented applications.

**Pre-requisite:** ECON 221 or STATS 108, and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 290

### BUSAN 201 S1, S2

#### Data Management

Rapid advancements in computing power and data storage capacity has changed how digital data is created, stored, consumed, and managed. As a result, business data exists in many formats and representations. Students will be equipped with contemporary data management tools and exploratory techniques to realise the value of data as a business asset.

**Pre-requisite:** 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 292

### BUSAN 300 S1

#### Data Wrangling

Organisations are increasingly adopting big data analysis, predictive analytics, social data mining, and deep machine learning to gain business intelligence and insight. The value of such technologies relies on having high-quality data, yet raw data is messy and its transformation to add value is often neglected. Students will explore a data wrangling toolbox to add value to data.

**Pre-requisite:** 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222

**Restriction:** INFOMGMT 390

### BUSAN 301 S1, S2

#### Data Visualisation

Visual representations of data enable complex ideas to be communicated clearly and effectively. Covers how to better engage decision makers via data visualisation. Focuses on transforming data into visual digital narratives using modern visualisation tools.

**Pre-requisite:** 30 points from BUSAN 200, 201, ECON 221, INFOMGMT 290-296, INFOSYS 220-280, STATS 208, 255

**Restriction:** INFOMGMT 392

### BUSAN 302 S2

#### Big Data and Machine Learning

Provides essential skills to build data-driven digital innovations that augment business decisions. This involves identifying problems faced by different groups of individuals from different spheres of life, analysing the problem space and data needs, building a prototype for a selected design, and using machine learning tools and cloud-based big data analytics.

**Pre-requisite:** 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222

**Restriction:** INFOMGMT 393, INFOSYS 330

### BUSAN 305 S1

#### Simulation Modelling

Uncertainty exists in all management decisions and simulation is used for analysing systems in industry. This course focuses on modelling real-world problems using a commercial simulation tool. Industrial case studies will motivate the content of the course. Topics include the simulation process, general queue modelling, modelling networks (computer or transportation networks) and simulating operations (machine scheduling or assembly line modelling). The emphasis is on "learning by doing".

**Pre-requisite:** 15 points from BUSAN 200, ECON 221, ENGSCI 255, INFOMGMT 290, OPSMGT 255, 258, STATS 201-290

**Restriction:** OPSRES 385

### BUSAN 307 S2

#### Professional Business Analytics

Focuses on the design and development of end-to-end analytics solutions to business problems. Engages students in issues and challenges relating to problem definition, selection of data analytics tools and techniques, and strategies for ensuring the effective communication of data insights to stakeholders. Develops strategic mindset and teamwork skills.

**Pre-requisite:** BUSAN 201 and 301 and 15 points from BUSAN 200, ECON 221, STATS 208, 255

## Commercial Law

### COMLAW 101 S1, S2

#### Law in a Business Environment

Decision-makers in commerce and industry require an understanding of legal structures, concepts and obligations. Provides an introduction to the New Zealand legal system and the legal environment in which businesses operate, and also introduces legal concepts of property and the law of obligations, including detailed study of various forms of legal liability relevant to business.

**Restriction:** BUSINESS 111, COMLAW 191

### COMLAW 201 S1, S2

#### Commercial Contracts

Every business transaction involves a contract. Commercial Contracts examines the general principles of the law of contract including the process of formation of a contract, the interpretation of contractual terms and the various obstacles which may impede the enforceability of a bargain. Introduces the special features of contracts in digitally networked environments and issues relating to breach of contract and consumer protection.

**Pre-requisite:** COMLAW 101 or 191 or BUSINESS 114 and 115.

**Corequisite:** BUSINESS 112 or 113

### COMLAW 203 S1, S2

#### Company Law

Companies are by far the most used vehicle for doing business and an understanding of the rules that govern them is essential for everyone involved in commerce and industry. Examines the nature of a company, incorporation and share capital, the concept of separate legal personality, how a company interacts with the world and the roles of the stakeholders in a company including directors and shareholders. A sound understanding will help decision-makers to take the advantages of corporate structure while avoiding pitfalls and legal liability.

**Pre-requisite:** COMLAW 101 or 191 or BUSINESS 114 and 115

**Corequisite:** BUSINESS 112 or 113

### COMLAW 301 S1, S2

#### Taxation

An introduction to the Income Tax Act and the Goods and Services Tax Act, with emphasis on developing an understanding of these types of tax as relevant to taxpayers. Specific topics include the nature of income, taxation of common types of income (such as wages, shares and land), the deduction and prohibition of various types of expenses, tax accounting issues (cash or accrual basis), provisional tax, rebates, PAYE system, tax returns and an introduction to GST.

**Pre-requisite:** COMLAW 201 or 203



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**COMLAW 303** **S2****Receiverships and Reconstructions**

A business in difficulty may fail or it may be rehabilitated. Receiverships and Reconstructions looks at aspects of business failure and near failure including informal workouts, formal business rescue regimes, company receiverships and personal bankruptcy. Students will develop the skills and expertise to operate in these fields.

**Prerequisite:** COMLAW 203 or LAW 417

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**COMLAW 304** **S1****Business Structures for Enterprises**

Business advisers need to be familiar with a wide variety of business structures other than companies. Emphasis is on the most common of these including franchises, joint ventures, trading trusts, partnerships, unincorporated societies and State Owned Enterprises in order to ensure that advisers are familiar with their merits and legal consequences of utilising these structures.

**Pre-requisite:** COMLAW 203

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**COMLAW 305** **S1****Financial Markets Law**

Businesses need investment to grow. Many raise finance from the securities markets, in particular by listing on the Stock Exchange. Topics include raising money from the public and the rules relating to insider trading, market manipulation, disclosure obligations, takeovers and listing on the Stock Exchange and will benefit investment advisers and anyone involved in the financial markets.

**Pre-requisite:** COMLAW 203

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**COMLAW 306** **S1****Marketing Law**

Marketers are not free to say what they want. A variety of laws and codes govern the claims made about goods and services and the ways in which they are presented and sold. Marketing Law covers consumer legislation, product distribution, advertisement regulation, branding, privacy and competition law. It builds skills in problem solving, decision making and written communication.

**Pre-requisite:** BUSINESS 115 or COMLAW 101, and COMLAW 201 or 203 or MKTG 201 or 203, and 30 points at Stage II

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**COMLAW 311** **S2****Advanced Taxation**

An advanced study of Income Tax and Goods and Services Tax, with emphasis on the important tax regimes applicable to business taxpayers and high-wealth individuals. Specific topics include corporate taxation, dividends and imputation, company losses and grouping, qualifying companies, trusts, partnerships, financial accruals, international taxation, the disputes procedure and penalties regime, evasion and avoidance.

**Pre-requisite:** COMLAW 203 and 301, or LAW 429 and LLB Part II

**Restriction:** LAW 409

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**COMLAW 314** **S2****Employment Law**

The success of a business depends on maintaining a productive relationship with employees.

Employment Law covers the legal principles governing the employment relationship. Specific topics include bargaining, personal grievances, enforcement of employment contracts, strikes and lockouts, the rules regarding holidays and health and safety obligations.

**Pre-requisite:** COMLAW 201 or 203, or BUSINESS 115 or COMLAW 101 and MGMT 223, or LAW 121 or 131

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**COMLAW 315** **N/A****Finance and Property Law**

Examines the legal concepts of property and ownership which are central to securing repayment of debt. Major topics include types of security over personal and real property; statutory provisions regulating credit contracts and property rights; general principles relating to guarantees; legal aspects of commercial leasing; liability of professional advisers and aspects of unsecured lending.

**Prerequisite:** COMLAW 201 or 203 or PROPERTY 271

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**COMLAW 320** **S2****Innovation and the Law**

New technologies and innovative ideas and information pose challenges and provide opportunities for business and society. Topics will be drawn from intellectual property protection and the commercialisation of emerging technologies, data governance and privacy, blockchain, artificial intelligence regulation, sustainable management of resources and risks, issues related to compliance, and on-line dispute resolution.

**Pre-requisite:** 30 points at Stage II and BUSINESS 115 or COMLAW 101

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**LAWCOMM 422** **S2****Competition Law**

A study of the principles of competition law in New Zealand including the effect on competition law of the CER Agreement with Australia. Comparison with the competition laws of other countries including the United States, the European Union and Australia.

**Pre-requisite:** LAW 241 or COMLAW 201 and 203

**Restriction:** LAW 419

## Economics

### ECON 151/151G SS, S1, S2

#### Understanding the Global Economy

Economics affects our daily lives and the global environment in many ways. Through the media we are constantly made aware of price increases, interest rate changes, exchange rate movements and balance of payments problems, growth and recessions, standard of living comparisons and regional trading agreements. What does it all mean and how does it all work?

**Restriction:** ECON 101, 111, 152, 191

### ECON 152 SS, S1, S2

#### Principles of Economics

Analysis of issues that affect our daily lives, including pricing decisions by firms and their impact on our cost of living; game theory and strategic decision-making; tackling problems of pollution and global warming; and how governments use monetary and fiscal policies to stimulate economic growth and address unemployment and inequality.

**Pre-requisite:** BUSINESS 115 or ECON 151

**Restriction:** ECON 101, 111, 191

### ECON 201 S1, S2

#### Microeconomics

Study of the allocation of scarce resources among competing end uses. Intermediate-level analysis of the economic behaviour of individual units, in particular consumers and firms. Although the focus is on perfectly competitive markets, attention is also given to other types of markets. Analysis also includes concepts of expected utility and uncertainty and welfare economics.

**Pre-requisite:** ECON 101 or 152 or 180 points in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130

### ECON 211 S1, S2

#### Macroeconomics

Provides an introduction to the dynamic microfoundations of macroeconomics, and demonstrates how we can utilise these foundations: (i) to understand the trends and fluctuations of macroeconomic aggregates like national output, unemployment, inflation and interest rates; and (ii) to predict the outcome of alternative government policies related to current economic problems of New Zealand and the rest of the world.

**Pre-requisite:** ECON 111 or 152 or 180 points in a BSc major in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130

### ECON 212 S2

#### Game Theory

An introduction to the fundamental concepts of non-cooperative and cooperative game theory: the concept of strategy, two person constant

sum non-cooperative games and the minmax value, non-person non-cooperative games and Nash equilibrium, examples and applications in auctions, bargaining and other economic models, political science and other fields, the idea of backward induction and sub-game perfection, introduction to games in coalitional form, the core and the Shapley value.

**Pre-requisite:** 15 points from BUSINESS 115, ECON 101, 151, 152, 191, MATHS 108, 130, PHIL 101

### ECON 221 S1, S2

#### Introduction to Econometrics

Empirical analysis in economics. Focuses on harnessing the power of data and regression techniques to estimate relationships and test hypotheses based on economic models. Emphasises the identification of causal effects critical to policy analysis, decision-making and strategic planning. Covers applications of econometrics in a variety of areas using a statistical computer package.

**Pre-requisite:** 15 points from ECON 152, MATHS 108, 130, STATS 101, 102, 108, 125, 191 or at least 18 credits in Mathematics at NCEA Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL)

### ECON 271 S1

#### Behavioural Economics

Scientists and philosophers have long pondered whether human decisions are primarily deliberative or more prone to emotions. This course brings together findings from economics, psychology and neuroscience to discuss decision making at the level of individuals, within small groups and in more anonymous and impersonal market settings with an emphasis on the role of social norms and cognitive biases.

**Pre-requisite:** 15 points from BUSINESS 115, ECON 151, 152, MATHS 108, 130, PHIL 101, PSYCH 108, 109, STATS 108

### ECON 301 S1

#### Advanced Microeconomics

Advanced treatment of aspects of consumer theory, producer theory, and game theory. Applications of this basic theory to the analysis of some topics in uncertainty, contracts, auctions, oligopoly, and information economics.

**Pre-requisite:** ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130

### ECON 302 S1

#### Economics of Labour Markets

The application of economics to labour issues that confront policymakers around the world. Examines how labour markets function and focuses on the use of economic frameworks to evaluate the effects of various policies, including education and training, welfare and taxation, workplace health and safety, minimum wages, and immigration. Discusses effective strategies to mitigate workplace discrimination.

**Pre-requisite:** ECON 201

### ECON 303 S1

#### Law and Economics

Economic analysis of law and organisation and the application of economics to property rights, patents and natural resource management. Includes: contracts, transaction cost analysis, classical contracting, long-run contracts, enforcement, role of market forces, risk aversion, remedies for breach, economic theory for torts, negligence rules, strict liability, multiple torts and product liability. Special topics may include: crime, insider trading, and business law.

**Pre-requisite:** 15 points from ECON 201, 212, 232

### ECON 304 S1

#### Firms and Markets

An introduction to Industrial Organisation, the analysis of markets with imperfect competition. Industrial Organisation is concerned with the interdependence of market structure, firm behaviour and market outcome. Basic concepts of game theory will be systematically introduced and applied to study strategic firm behaviour in a variety of general and more industry-specific market settings. In each case, we will analyse the implications of the market behaviour for consumers and society and explore the potential role for public policy with instruments like regulation, competition policy and patent policy.

**Pre-requisite:** ECON 201

### ECON 305 S2

#### Economic Policy Analysis

Examines the design and analysis of economic policy. Integrates economic theory with empirical methods to evaluate responses to issues that confront policymakers in government and industry. Potential topics include housing, infrastructure and transport investment, climate and sustainability, productivity, employment, welfare and health programmes. Provides opportunities to engage with stakeholders in industry and government through guest lectures.

### ECON 311 S2

#### Advanced Macroeconomics

Designed to teach students modern macroeconomic analysis and focuses on the standard dynamic general equilibrium model, which is central to current macroeconomic research. Students are given a careful introduction to the overlapping generations version of this model and shown how this model can be adapted in different ways to address a wide variety of economic issues and policy questions.

**Pre-requisite:** ECON 201 or 211, and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130

### ECON 321 S1

#### Advanced Econometrics

Development of the linear regression model, its basis, problems, applications and extensions: demand systems, time-series analysis including unit roots and co-integration, simulation and resampling methods including an exposure to practical computing classes.

**Pre-requisite:** 15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130

## ECON 341 S1

### International Trade

The main theories of international trade in goods and services and of international movements of capital and labour. Partial equilibrium and general equilibrium analysis of the major instruments of trade policy, their economic effects and the issues created by their use in practice. The economics of regional trading arrangements, such as free trade areas, customs unions and common markets.

**Pre-requisite:** 15 points from ECON 201, 211, 232, 241

## ECON 352 S2

### International Finance

A study of the modern literature on exchange rate markets, exchange rate determination and the implications of exchange rate movements for various economic issues. Students will gain an understanding of why exchange rates change, of financial market arrangements, and of the reasons for and implications of, recent events in international financial markets.

**Pre-requisite:** 15 points from ECON 201, 211, 232, 241

## ECON 361 S2

### Public Economics

A study of the role of the state in a modern mixed economy, its roles, measurement and accountability. Topics include: welfare theory, theory of public goods, cost-benefit analysis, budgetary issues, taxation theory and practice, insurance markets and social insurance.

**Pre-requisite:** ECON 201

## ECON 372 S2

### Energy and Environmental Economics

An overview of the theory and empirical practice of economic analysis as it is used in evaluating energy and environmental problems. Topics covered include natural resource economics, as well as electricity and oil markets.

Other topics include environmental policy (pollution and economic efficiency); analysis of economic instruments, such as tradable property rights and pollution taxes; the allocation of non-renewable and renewable resources; and contemporary issues of growth, sustainable development and climate change.

**Pre-requisite:** ECON 201

## ECON 374 S2

### Special Topic: Urban Economics

Explores the growth and impact of cities, as well as the role of policies that impact their form, structure and economy. What explains the explosive growth in urbanisation over the last 100 years? How do firms and individuals decide where to locate? How can we address current urban problems like crime, poverty, traffic congestion, sprawl, gentrification and pollution?

**Pre-requisite:** ECON 201

## Finance

## FINANCE 251 SS, S1, S2

### Financial Management

Focuses on practical aspects of corporate finance. Topics covered include: concepts of value creation, risk and required rates of return, financial maths, capital budgeting, capital structure and dividend policies.

**Pre-requisite:** ACCTG 102, and ECON 221 or STATS 108

## FINANCE 261 S1, S2

### Introduction to Investments

Markets for shares, fixed income securities, options and futures. Methods of valuing shares, fixed income securities, options and futures. Simple techniques of hedging risk, portfolio diversification and portfolio evaluation.

**Pre-requisite:** FINANCE 251 or 180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 130

## FINANCE 351 S1, S2

### Advanced Financial Management

A rigorous study of advanced capital budgeting procedures, more difficult aspects associated with capital structure and dividend decisions, mergers and acquisitions. Case study applications of financial management are used. A continuation of the material introduced in FINANCE 251.

**Pre-requisite:** FINANCE 251

## FINANCE 361 S1, S2

### Modern Investment Theory and Management

Portfolio theory and equilibrium asset pricing models and empirical tests. Portfolio management (forecasting, construction, administration and evaluation) including issues relating to fixed interest and international equity investment. A continuation of the material introduced in FINANCE 261.

**Pre-requisite:** FINANCE 261 and MATHS 208 or 250

## FINANCE 362 S1, S2

### Risk Management

Examines theoretical and practical aspects of risk management with an emphasis on the effective use of futures, options and other financial derivatives to control market risk exposure. Reviews no-arbitrage methods used to value financial futures and options, including the Black-Scholes model and binomial tree numerical methods.

**Pre-requisite:** FINANCE 261 and MATHS 208 or 250

## FINANCE 383 S1, S2

### Banking and Financial Institutions

Provides a thorough understanding of the role of banks and other financial institutions in the economy. It focuses on the problems of risk management and regulation with a particular emphasis on problems, crises and most importantly the Global Financial Crisis.

**Pre-requisite:** FINANCE 251 or ECON 201 and 211





## Information Systems

### INFOSYS 110 SS, S1, S2

#### Digital Systems

Explores how information systems and analytical tools help organisations to innovate, optimise and deliver value. Examines how the development and implementation of systems and technologies coordinate and manage information, people, and processes within data governance and privacy frameworks.

### INFOSYS 220 S1, S2

#### Business Systems Analysis

An Information Technology (IT) professional must understand how IT systems are constructed and tested and how quality is assessed in order to manage, develop or provide innovative business solutions. Business Systems Analysis introduces systems development process concepts and activities, with a strong focus on understanding the problem and solution through modelling.

**Pre-requisite:** 15 points from COMPSCI 101, 105, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 291

### INFOSYS 221 S2

#### Programming for Business

Focuses on enhancing Business/IT professional skills. Develops and applies problem-solving and algorithmic skills through pseudocode and fundamental programming constructs. Applies a design thinking methodology of empathise, ideate, design, prototype and test to build applications relevant to current business domains.

**Pre-requisite:** INFOSYS 110

**Restriction:** COMPSCI 101, 130

### INFOSYS 222 S1, S2

#### Database Systems

Managers and other knowledge workers find that many of their duties revolve around accessing, organising and presenting organisational and external information. The ability to develop and use computer databases is becoming a critical skill that is required in many disciplines. These skills are developed through an introduction to data modelling, relational theory, database design and the management of databases.

**Pre-requisite:** 15 points from COMPSCI 101, 105, 107, 130, INFOSYS 110

### INFOSYS 300 S2

#### Robotics Process Automation

Examines Robotic Process Automation (RPA) Systems and how RPA fits into the current information technology setups and helps the modern organisation address business process-related problems and opportunities. Examines the benefits and limitations of RPA and how it differs from other business solution technologies.

**Prerequisite:** 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering

### INFOSYS 303 S1

#### Solutions Architecture

Information systems specifically designed for organisational IT environments provide competitive advantages. Focuses on using high quality information architecture to address business requirements including the iterative use of system analysis, design and prototyping. Develops familiarity with state-of-the-art modelling, development, and deployment environments, and solutions for designing business systems architecture.

**Pre-requisite:** INFOMGMT 291 or INFOSYS 220, and BUSAN 201 or INFOMGMT 292 or INFOSYS 222, and COMPSCI 130 or INFOSYS 221

**Restriction:** INFOSYS 320

### INFOSYS 304 S1

#### IT Infrastructure

Modern IT infrastructure relies on a functionally hierarchical network designed around the OSI model. Explores internet oriented backbones and high-speed access infrastructure, and uses the TCP/IP suite, cloud infrastructure and digital services, and applications to understand basic and business oriented infrastructure challenges such as capacity planning, architecture design, and scaling of IT infrastructure and applications.

**Prerequisite:** 15 points from COMPSCI 230, INFOSYS 220, and 15 points from BUSAN 200, 201, COMPSCI 215, 235, INFOSYS 222, INNOVENT 203, OPSMGT 258, SCIGEN 201

**Restriction:** INFOSYS 224, 322, 339

### INFOSYS 305 S1, S2

#### Digital Strategy and Transformation

Explores strategic opportunities for delivering value through digital technologies. Examines best practices to ensure the effective development and operation of digital capabilities in the global context by aligning business and information technology strategies, controlling risks, and complying with regulatory requirements and standards.

**Pre-requisite:** INFOSYS 220

**Restriction:** INFOSYS 323

### INFOSYS 306 S1

#### Digital Business and Innovation

Explores the prominent IT-enabled innovative business models and digital platforms that result in the digital transformation of industries, businesses, products and services. Examines the strategic and economic foundations of digital platforms and models. Discusses the design, coordination and management of the ecosystems underpinning the digital business models and platforms.

**Pre-requisite:** 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering

**Restriction:** INFOSYS 323, 338, 344

### INFOSYS 310A S1

### INFOSYS 310B S2

#### Business Project

A project in conjunction with an industry partner. The projects are to be in the areas of Business Analytics, Information Systems, and Operations and Supply Chain Management. The course encourages students to demonstrate skills and knowledge obtained in previous courses and to develop the capabilities of solving real-life problems.

**Pre-requisite:** 30 points at Stage II in Business Analytics, Computer Science, Information Systems, Operations and Supply Chain Management and a GPA of 5.0 or higher

**Restriction:** INFOSYS 340, 342, 345

To complete this course students must enrol in INFOSYS 310 A and B

### INFOSYS 321 S1, S2

#### Enterprise Systems

Examines cross-functional integrated computer-based information systems, known as Enterprise Resource Planning (ERP) systems, designed to support an organisation's information needs and operations. Considers issues associated with the selection, analysis, design, implementation and configuration of such systems. Investigates transaction processing, management information and decision support across an organisation's business processes. Explores the characterisation of problems in terms of process and information models.

**Pre-requisite:** 15 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations Management, Software Engineering

### INFOSYS 341 S2

#### Information Security in Business

An overview of activities, methods, methodologies and procedures related to establishing sound information security policies. Topics include: defining security requirements, security management models and practices, risk management, identification and authentication, access control, information security technologies and encryption techniques. Some key legal and ethical issues associated with the management of information security will be discussed.

**Pre-requisite:** 30 points at Stage II in either Business Analytics, Computer Science, Information Systems

## Innovation

### INNOVATE 100/100G S1, S2

#### Innovation through Design

Introduces design practice and tools to students in order to develop a user-centred approach to innovation. Students learn about design and, through cycles of empathy, creativity and prototyping, learn to design for innovation.



## Innovation and Entrepreneurship

### INNOVENT 203/203G S1, S2

#### The Entrepreneurial Mindset

Stimulates new ways of thinking about enterprising behaviour in a multi-disciplinary manner relevant to understanding and addressing real world challenges of today. Introduces skills needed to identify and assess opportunities, solve problems creatively, communicate persuasively, work effectively in teams, and understand individual and organisational impact.

**Pre-requisite:** 15 points from BUSINESS 102, 103, 112, 113, MGMT 101, or 90 points passed, or 60 points from Part I of the BE(Hons) Schedule

### INNOVENT 204 S1, S2

#### Understanding Entrepreneurial Opportunities

Applies processes for creating, evaluating and realising entrepreneurial opportunities. Presents creative and analytical approaches to engage with different stakeholders and make decisions under conditions of uncertainty in a variety of entrepreneurial contexts. Skills to assess opportunities and associated business models and communicate a credible and compelling business case are introduced.

**Pre-requisite:** BUSINESS 102 or 103 or 112 or 113, or INNOVATE 100 or SCIGEN 201

**Restriction:** INNOVENT 202

### INNOVENT 307 S2

#### Ecosystems for Innovation and Entrepreneurship

Introduces the eco-system concept to examine ways that innovating firms interact with various actors to build and sustain viable global enterprises. Actors include: suppliers, competitors, investors, users/customers, governments and universities. Develops the analytical skills needed to identify different actors for potential partnerships and strategies to engage with them.

**Pre-requisite:** 15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204 MGMT 202, 211, SCIGEN 201

### INNOVENT 308 S1

#### Advanced Entrepreneurship

Extends entrepreneurial knowledge and applies advanced skills in the context of a student defined project focused on an innovative opportunity with international potential. Develops an integrated understanding of the complex interactions within a successful interdisciplinary team and the requirements for engaging with experts relevant to the opportunity.

**Pre-requisite:** INNOVENT 204

**Restriction:** INNOVENT 303

### INNOVENT 309 S2

#### Responsible Innovation

Methods, tools and techniques for responsible innovation and new product development. Frameworks for managing the creative front end of innovation, and anticipating social and ethical issues associated with green and clean technology, circular economy, and frugal innovation trends.

**Prerequisite:** 15 points from ENGGEN 303, INNOVENT 201, 203, 204, SCIGEN 201

**Restriction:** INNOVENT 302

### INNOVENT 310 S1

#### Women in Entrepreneurship

Explores opportunities and challenges faced by women entrepreneurs in today's global economy. Examines issues related to gender bias, entrepreneurial finance, and growing the entrepreneurial venture. Develops skills for starting and growing an entrepreneurial venture through collaborative, real world opportunity-based assessments.

**Prerequisite:** Either 15 points from INNOVENT 201, 203, 204, SCIGEN 201, or 60 points at Stage II

## International Business

### INTBUS 151/151G SS, S2

#### Business across Borders

Business on a global scale presents unique challenges and unrivalled opportunities to companies equipped to cross national boundaries. Set against a background of current events, Business across Borders explores the influence of international trade and multinational corporations on the contemporary global economy.

*INTBUS 151 is not available to BCom or BProp students.*

**Restriction:** BUSINESS 101, 111, INTBUS 201, 202

### INTBUS 201 S1, S2

#### Foundations of International Business

Explores the distinctive nature of business conducted beyond the boundary of the domestic market. Examines how firms reach multinational scale while exposed to the turbulence and complexity of international political and economic forces.

**Pre-requisite:** Either 15 points from BUSINESS 102, 112, 113 or MGMT 101, and 15 points from BUSINESS 115, ECON 111, 151, 152, 191 or 15 points from ECON 111, 151, 152 and 30 points in International Relations and Business

**Restriction:** INTBUS 210, 211

### INTBUS 202 S1, S2

#### Foundations of Strategy

Examines how firms compete. Focuses on the frameworks and tools needed to make sense of the competitive landscape in order to formulate and implement strategies. Considers the challenges and constraints that managers face in increasingly

complex environments and industries.

**Pre-requisite:** 15 points from BUSINESS 102, 112, 113, MGMT 101, or 15 points from ECON 151, 152 and 30 points in International Relations and Business

### INTBUS 300 S1, S2

#### Firms across Frontiers

Examines international business theories underlying the existence and development of international firms. Analysis of contemporary international business issues.

**Pre-requisite:** INTBUS 201 or 202

**Restriction:** INTBUS 301, 302

### INTBUS 305 S2

#### Governing International Business

Firms that compete internationally, need to employ political strategies and understand the governing institutions that affect their ability to do business. Examines the interactions between international firms and governing institutions, and explores the implications of the international regulatory framework for specific industries.

**Pre-requisite:** BUSINESS 200 or INTBUS 201 or 210 or 211, or INTBUS 201 and 30 points at Stage II in International Relations and Business

**Restriction:** INTBUS 304

### INTBUS 306 S1

#### Global and Regional Business

Focuses on the conduct of business in the world's regions. Examines globalisation, regionalisation and market integration and their impact on firms.

**Pre-requisite:** BUSINESS 200 or INTBUS 201 or 210 or 211, or INTBUS 201 and 30 points at Stage II in International Relations and Business

**Restriction:** INTBUS 310, 311, 312, 313

### INTBUS 307 S2

#### International Management and Strategy

Examines theories and practices of management in a cross-border context. Focuses on strategies and their implementation in international markets and how management changes when done internationally.

**Pre-requisite:** INTBUS 201 or 202 or 210 or 211

**Restriction:** INTBUS 303

## Management

### MGMT 211 S1, S2

#### Understanding Organisations

Explores organisations, different types and forms and the issues that they need to consider. Questions the role and purpose of organisations within broader social systems. Begins to develop critical approaches and skills in organisational analysis.

**Pre-requisite:** Either 15 points from BUSINESS 102, 112, 113, MGMT 101 or 30 points at Stage I in Anthropology, Communication or Sociology

## MGMT 223 SS, S1, S2

### Understanding Work and People

Models of work organisation, reform and performance, including industrial and post-industrial forms of work. Employee responses to work and the employment relationship. Workforce diversity.

**Pre-requisite:** Either 15 points from BUSINESS 102, 112, 113, MGMT 101 or 30 points at Stage I in Anthropology, Communication or Sociology

## MGMT 300 S1, S2

### Management in Dynamic Contexts

Explore and reflect on the realities of management theory and practice through critically examining management challenges, from small entrepreneurial firms to large corporations.

**Pre-requisite:** BUSINESS 200 or MGMT 202 or MGMT 211 or ENGGEN 302 or ENGGEN 303 or SCIGEN 201

**Restriction:** MGMT 301

## MGMT 302 SS, S2

### Strategic Management

Examines the processes of formulating and implementing strategies, and the critical thinking behind the multifaceted role of organisations in complex business environments. Focuses on strategy issues in and between a range of commercial and public organisations, from entrepreneurial firms to multinational corporations.

**Pre-requisite:** 15 points at Stage II in Business, International Business, Innovation and Entrepreneurship, Management, or 15 points from ENGGEN 204, 303, SCIGEN 201, 301, 301G

**Restriction:** BUSINESS 304

## MGMT 304 S1, S2

### Managing People

The impact of employment relationships on organisational performance and employee well-being. Principles of staffing, employee development, performance management, reward, diversity management and employment negotiation.

**Pre-requisite:** MGMT 211 or 223

## MGMT 309 S1, S2

### Organisational Ethics and Sustainability

Considers how organisations can responsibly negotiate the complex demands of changing cultural values, ethical perspectives and real world conditions. Particular emphasis will be placed on strategic planning for a sustainable future that moves beyond 'Business as Usual'

**Pre-requisite:** BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics

**Restriction:** MGMT 331

## MGMT 314 S1, S2

### Critical Issues in Organisations

Contemporary organisations in a changing context. Each semester the course engages with

three key issues effecting organisational life, across levels of organisational analysis. Topics may be drawn from technology, structure and design, power and politics, the structure of work and occupations, or other perspectives.

**Pre-requisite:** BUSINESS 200 or MGMT 211

**Restriction:** MGMT 311

## MGMT 325

### Directed Study

## Marketing

## MKTG 151/151G S1

### Essential Marketing

Introduces fundamental marketing ideas and skillsets. Explores the world of customer value creation and marketing communications through the eyes of marketing and creative experts. Covers current topics in marketing including digital and social media, social entrepreneurship, big data analytics, green marketing and sustainability.

**Note:** Marketing 151 not for BCom/BProp students. BA Conjoint students can enrol in this course as part of the non-BCom/BProp conjoint programme.

## MKTG 202 SS, S1, S2

### Marketing Research

Focuses on the critical role and importance of information in marketing. Covers the fundamental concepts of marketing research in traditional and digital environments and examines how these can be used to assist companies in their decision-making.

**Pre-requisite:** MKTG 201 or 203 and STATS 100 or 108

## MKTG 203 S1, S2

### Strategic Marketing

A comprehensive overview of the central principles and concepts of marketing strategy and management. Highlights the challenges that marketing managers face in planning and implementing effective marketing mix strategies.

**Pre-requisite:** 15 points from BUSINESS 102, 103, 112, 113, MGMT101

**Restriction:** MKTG 201

## MKTG 301 S1, S2

### Advanced Marketing Strategy

Develops knowledge in how to analyse, implement and evaluate advanced marketing strategies. Encourages the application and consideration of marketing strategies to solve real business challenges. Nurtures a strong appreciation for how marketing connects and relates to other business disciplines.

**Pre-requisite:** MKTG 202 and 201 or 203

## MKTG 302 S1

### Advanced Marketing Research

A case-based course in which students conduct live research for a client and work with

mentors from industry. Theory and practice are intertwined to provide students with understanding and experience in key aspects of quantitative market research, including advanced questionnaire design skills, online research methods, data analytics and deriving and communicating insights.

**Pre-requisite:** MKTG 202 and 201 or 203

## MKTG 303 S1, S2

### Consumer Behaviour

Focuses on understanding customers. Applies psychology to how people make consumption decisions and interpret advertising. Includes a consideration of individual differences and environmental/situational influences on consumers.

**Pre-requisite:** MKTG 201 or 203

## MKTG 304 S1, S2

### Digital Marketing

Examines how digital devices and applications are transforming the way organisations engage with consumers and how consumers search for, compare and select products. Develops understanding of how organisations use emerging technologies and how these influence consumer preference and decision-making. Builds skills in online data analytics and conducting research with an industry partner.

**Pre-requisite:** MKTG 202 and 201 or 203

**Restriction:** INFOSYS 344

## MKTG 305 N/A

### Services Marketing and Management

Focuses on services, service design, and service innovation, with the aim of developing empathy for customers and understanding the customer experience. Takes an active and process-oriented approach to achieving these aims, including the application of tools such as design thinking.

**Prerequisite:** MKTG 202 and 201 or 203

## MKTG 306 S1

### Advertising and Branding

Focuses on how a business can take an integrated approach to communicating with its customers and with other key stakeholders. Explores traditional tools such as advertising, sales promotion, public relations, personal selling, and direct marketing, as well as newer forms of communicating within digital and social media environments.

**Pre-requisite:** MKTG 202 and MKTG 201 or 203, or COMMS 100, 104, MKTG 151 with a B grade or higher and COMMS 202 or 204

## MKTG 309 S2

### Social and Sustainable Marketing

Explores how marketers can contribute to a healthy, sustainable, equitable and ethical society. Discusses how marketers need to be aware of the impact of their actions, and teaches how to embed such issues into marketing decisions and use marketing for positive societal change.

**Pre-requisite:** MKTG 201 or 203

## Mathematics

### MATHS 102 SS, S1, S2

#### Functioning in Mathematics

An introduction to calculus that builds mathematical skills and develops conceptual thinking. MATHS 102 works as a refresher course for those who haven't studied Mathematics for some time, a confidence builder for those lacking Mathematical confidence and a preparation course for further study in Mathematics.

**Restriction:** MATHS 102 may not be taken concurrently with any other Mathematics course, except MATHS 190 and may not be taken after ENGSCI 111 or any Mathematics course at Stage I or above, except MATHS 190/190G

### MATHS 108 SS, S1, S2

#### General Mathematics 1

A general entry to Mathematics for commerce and the social sciences, following Year 13 Mathematics. MATHS 108 covers selected topics in algebra and calculus and their applications, including: linear functions, linear equations and matrices; functions, equations and inequalities; limits and continuity; differential calculus of one and two variables; integral calculus of one variable. Recommended preparation: It is recommended that NCEA students have a rank score of at least 210 and a merit or excellence in the Differentiation Standard 91578.

**Pre-requisite:** MATHS 102 or 110 or at least 13 credits in Mathematics at NCEA Level 3 including the Differentiation Standard 91578, or D in CIE A2 Mathematics or C in CIE AS Mathematics or 3 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL)

**Restriction:** ENGGEN 150, ENGSCI 111, MATHS 120, 130, 208, 250

### MATHS 120 S1, S2

#### Algebra

A foundation for further mathematics courses, essential for students intending to major in Mathematics, Applied Mathematics, Statistics, Physics, or who want a strong mathematical component to their degree. Develops skills and knowledge in linear algebra, together with an introduction to mathematical language and reasoning, including complex numbers, induction and combinatorics. Recommended preparation: Merit or excellence in the Differentiation Standard 91578 at NCEA Level 3.

**Pre-requisite:** MATHS 208, or B- or higher in MATHS 108, or A- or higher in MATHS 110, or A+ in MATHS 102, or at least 18 credits in Mathematics at NCEA Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL)

### MATHS 130 S1, S2

#### Calculus

A foundation for further mathematics courses, essential for students intending to major in Mathematics, Applied Mathematics, Statistics, Physics, or who want a strong mathematical component to their degree. Develops skills and

knowledge in calculus of functions of a single variable. Recommended preparation: Merit or excellence in the Differentiation Standard 91578 at NCEA Level 3.

**Pre-requisite:** MATHS 208, or B- or higher in MATHS 108, or A- or higher in MATHS 110, or A+ in MATHS 102, or at least 18 credits in Mathematics at NCEA Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics: Analysis and Approaches (SL or HL)

### MATHS 208 SS, S1, S2

#### General Mathematics 2

This sequel to MATHS 108 features applications from the theory of multi-variable calculus, linear algebra and differential equations to real-life problems in statistics, economics, finance, computer science, and operations research. Matlab is used to develop analytical and numerical methods of solving problems.

**Pre-requisite:** 15 points from MATHS 108, ENGSCI 111, ENGGEN 150, or MATHS 120 and MATHS 130, or a B- or higher in MATHS 110

**Restriction:** MATHS 208 cannot be taken, concurrently with, or after MATHS 250, 253

### MATHS 250 S1, S2

#### Advancing Mathematics 2

This preparation for advanced courses in mathematics is intended for all students who plan to progress further in mathematics. Covers topics from multivariable calculus and linear algebra that have many applications in science, engineering and commerce, including vector spaces, eigenvalues, power series, least squares and improper integrals. The emphasis is on both the results and the ideas underpinning these.

**Pre-requisite:** MATHS 120 and 130, or ENGGEN 150 or ENGSCI 111

## Operations Management

### OPSMGT 255 S1, S2

#### Introduction to Operations and Supply Chain Management

An introduction to important decision areas in operations and supply chain management. Modelling and analytical skills will be developed and supporting techniques/tools will be introduced using spreadsheets. Common qualitative and quantitative aspects of supply chain management will be discussed.

**Pre-requisite:** BUSINESS 111 and 15 points from ECON 221, STATS 101, 108

### OPSMGT 258 S1, S2

#### Business Process Design

Introduces the elements of business process management through mapping and design. Emphasis is on how organisations identify, design and improve essential business processes. Includes the use of software tools to model and analyse processes for continuous performance improvements.

**Pre-requisite:** BUSINESS 111 and 15 points from ECON 221, STATS 101, 108

### OPSMGT 357 S1, S2

#### Project Management

An introduction to the management of projects in organisations, with a particular emphasis placed on the interdisciplinary nature and broad application of projects. Topics covered include people management, organisational planning, and resource issues.

**Pre-requisite:** 30 points at Stage II

### OPSMGT 370 S1, S2

#### Operations and Supply Chain Strategy

Investigates and explores complex and dynamic issues associated with the design and execution of operations and processes. Promotes an applied, integrated and systemic approach towards operations across supply chains.

**Pre-requisite:** OPSMGT 255 or ENGGEN 303

### OPSMGT 371 S1

#### Business Logistics

Focuses on coordinating logistics across supply chains. Topic coverage features modelling using spreadsheets and includes transportation, forecasting and inventory control models suitable for use in a distribution and supply chain context.

**Pre-requisite:** OPSMGT 255 or STATS 255 or ENGSCI 255

### OPSMGT 376 S2

#### Strategic Procurement

Strategic issues in procurement and supply management, covering analysis, planning and management of supply activities. To enhance understanding of typical situations procurement managers are dealing with and the impact of their decisions on the overall performance of a supply chain the course uses a game-theoretic approach.

**Note:** Students should be aware that several topics of the course make use of basic calculus concepts such as derivatives and maximisation problems.

**Pre-requisite:** OPSMGT 255 or ENGGEN 303 and 30 points at Stage II

## Property

### PROPERTY 102 S1

#### Introduction to Property

Knowledge of how property markets work and how properties are valued, managed and financed is critical for property professionals and for understanding modern life. Key terms and definitions surrounding the property profession and introductory analyses of supply and demand characteristics unique to property markets will be key learning outcomes. Students will also learn key concepts surrounding residential property valuation and construction.

### PROPERTY 103 S2

#### Property Analytics

Develops abilities in sourcing and analysing relevant property data to inform investment and development decisions. Applies the use of a geographic information system (GIS) and cashflow model to a practical, small-scale residential project.

### PROPERTY 211 S1

#### Property Valuation

As every property is unique, the valuation of property presents many challenges and has a strong influence on the financial viability of both existing buildings and the development process. General models for valuing commercial property, industrial property and land will be introduced.

**Pre-requisite:** 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102

**Corequisite:** PROPERTY 251

### PROPERTY 221 S2

#### Property Marketing

Effective marketing is at the core of successful property management, development and investment. Covers buyer behaviour, marketing research, segmentation and targeting, the marketing plan, the listing process and selling techniques all in the context of the property industry. Develops essential skills for independent thinking, strategic problem solving, effective teamwork and business report writing.

**Pre-requisite:** 15 points from BUSINESS 102, 112, 113, PROPERTY 102

### PROPERTY 231 S2

#### Property Management

Achieving optimum performance from property assets is a multi-faceted process involving leases, financial structures, marketing and occupier demand. Budgeting, operational expenditures, and capital expenditures will be introduced within the property context. An understanding of health and safety issues as well as leases will be provided.

**Pre-requisite:** 15 points from BUSINESS 102, 112, 113, PROPERTY 102

### PROPERTY 241 S1

#### Land-use Planning and Controls

Provides an understanding of the Resource Management Act and regional and district plans and how these affect land use and subdivision as well as resource consent applications and other property processes.

**Pre-requisite:** 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102

### PROPERTY 251 S1

#### Property Finance and Investment

Financing represents a fundamental part of how properties are purchased, developed and managed. The application of general theories of property investment, discounted cash flow, risk and return, and financial mathematics is vital for property professionals. Debt and equity financing options are discussed for residential and income-producing property and development projects.

**Pre-requisite:** 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102

### PROPERTY 261 S2

#### Property Economics

The supply and demand characteristics of urban developments have impacts on not only the price and availability of property, but on how we live and work. An understanding of development economics, urban policy and land-use economics will provide students with knowledge of how the decisions of property professionals, policy makers, occupiers shape the built environment.

**Pre-requisite:** 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102

### PROPERTY 271 S2

#### Property Law

Fundamental legal principles and issues affecting the property professional will be considered including contract law, common form contracts found in the property industry (including leasing, transfer and valuation), land ownership and professional liability.

**Pre-requisite:** 30 points from BUSINESS 112, 113, 114, 115, or COMLAW 101 and PROPERTY 102

### PROPERTY 281 S1

#### Building Construction

Knowledge of construction is vital in understanding property valuation, property management and property development. Building materials, structural options and building services have a strong influence on how a property performs both financially and functionally. Provides general residential and commercial construction knowledge and an understanding of the construction process.

**Pre-requisite:** 15 points from BUSINESS 102, 112, 113, PROPERTY 102

**Restriction:** PROPERTY 141

### PROPERTY 311 S1

#### Advanced Valuation

The theory and practice of valuing special categories of urban property. Topics include: valuation of CBD land and office buildings, shopping centres, hotels and leasehold land. Also covered are: statutory valuations (compulsory purchase), going-concern valuations, litigation, arbitration and professional ethics and practice.

**Pre-requisite:** 90 points from PROPERTY 211-281

### PROPERTY 331 S2

#### Advanced Property Management

Property asset management theory through the study of its practical application in the strategic and estate management of property portfolios held in public and private ownership. The role of corporate real estate management in large organisations.

**Pre-requisite:** 90 points from PROPERTY 211-281

### PROPERTY 342 S1

#### Property Development

An introduction to the process of property development, including application of analytical methods to case studies.

**Pre-requisite:** 90 points from PROPERTY 211-281

### PROPERTY 351 S1

#### Advanced Property Finance and Investment

An understanding of how to research, analyse and advise on property financing and investment decisions is an essential analytical skill for property professionals. Topics include: asset pricing models, capital structure decision, weighted average cost of capital and adjusted present value, property as an asset class and financing and investment strategies.

**Pre-requisite:** 90 points from PROPERTY 211-281

### PROPERTY 361 S1

#### Property Industry Case

A challenging 'real world' property industry case project requiring demonstration of personal and professional skills as teams assess a situation, propose solutions and communicate recommendations.

**Pre-requisite:** 45 points at Stage III in Property

**Restriction:** PROPERTY 360, 362, 363, 364, 371

### PROPERTY 362 S2

#### Property Industry Project

A challenging property industry case project requiring the application of personal and professional skills in assessing a situation, proposing solutions and communicating recommendations.

**Pre-requisite:** 45 points at Stage III in Property

**Restriction:** PROPERTY 360, 361, 363, 364, 371



## PROPERTY 370 S1

### Building Surveying

Builds the specific knowledge and skills required to work within the building surveying profession. Topics include building pathology and survey techniques, due diligence reporting, Schedules of Condition, maintenance and reinstatement obligations when leasing commercial property, terminal reinstatement assessments and reporting and law in relation to dilapidations.

**Pre-requisite:** 90 points from PROPERTY 211-281

## PROPERTY 382 S2

### Māori Land Issues

History of land conflicts in New Zealand, Waitangi Tribunal process and development of portfolio management strategies.

**Pre-requisite:** 90 points from PROPERTY 211-281

## PROPERTY 384 S2

### Property Technology

Develops capabilities in applying analytical tools and technologies to the analysis of issues to enhance understanding of property markets and support effective decision-making.

**Pre-requisite:** 90 points from PROPERTY 211-281

## Statistics

## STATS 100 S1, S2

### Functioning in Statistics

A first exposure to statistics that builds data handling skills and develops conceptual thinking through active participation in problems using real data, computer simulations and group work. STATS 100 makes full use of appropriate technology and prepares students for further study in Statistics.

**Restriction:** STATS 100 may not be taken with, or after passing, any other Statistics course.

## STATS 108 SS, S1, S2

### Statistics for Commerce

The standard Stage I Statistics course for the Faculty of Business and Economics or for Arts students taking Economics courses. Its syllabus is as for STATS 101, but it places more emphasis on examples from commerce.

**Restriction:** STATS 101, 102, 107, 191

## STATS 208 SS, S1, S2

### Data Analysis for Commerce

A practical course in the statistical analysis of data. There is a heavy emphasis in this course on the interpretation and communication of statistical findings. Topics such as exploratory data analysis, the analysis of linear models including two-way analysis of variance, experimental design and multiple regression, the analysis of contingency table data including logistic regression, the analysis of time series data, and model selection will be covered.

**Pre-requisite:** 15 points from STATS 101-108, 191

**Restriction:** STATS 201, 207, BIOSCI 209

## STATS 210 SS, S1, S2

### Statistical Theory

Probability, discrete and continuous distributions, likelihood and estimation, hypothesis testing.

**Prerequisite:** 15 points from ENGSCI 111, ENGGEN 150, STATS 125

**Corequisite:** 15 points from MATHS 208, 250, ENGSCI 211 or equivalent

## STATS 255 S1

### Optimisation and Data-driven Decision Making

Explores methods for using data to assist in decision making in business and industrial applications. Software packages will be used to solve practical problems. Topics such as linear programming, transportation and assignment models, network algorithms, queues, Markov chains, inventory models, simulation, analytics and visualisation will be considered.

**Pre-requisite:** ENGSCI 211 or STATS 201 or 208, or a B+ or higher in either MATHS 120 or 130 or 162 or 199 or STATS 101 or 108, or a concurrent enrolment in either ENGSCI 211 or STATS 201 or 208

**Restriction:** ENGSCI 255

## STATS 310 S1

### Introduction to Statistical Inference

Estimation, likelihood methods, hypothesis testing, multivariate distributions, linear models.

**Prerequisite:** STATS 210 or 225, and 15 points from MATHS 208, 250 or equivalent

## STATS 320 S1

### Applied Stochastic Modelling

Introduction to stochastic modelling, with an emphasis on queues and models used in finance. Behaviour of Poisson processes, queues and continuous time Markov chains will be investigated using theory and simulation.

**Prerequisite:** 15 points from STATS 125, 210, 225 and 15 points from STATS 201, 208, 220

## STATS 326 S1

### Applied Time Series Analysis

Components, decompositions, smoothing and filtering, modelling and forecasting. Examples and techniques from a variety of application areas.

**Prerequisite:** 15 points from ECON 211, STATS 201, 208

**Restriction:** STATS 727

## STATS 370 S2

### Financial Mathematics

Mean-variance portfolio theory; options, arbitrage and put-call relationships; introduction of binomial and Black-Scholes option pricing models; compound interest, annuities, capital redemption policies, valuation of securities, sinking funds; varying rates of interest, taxation;

duration and immunisation; introduction to life annuities and life insurance mathematics.

**Prerequisite:** 15 points at Stage II in Mathematics and 15 points at Stage II in Statistics

**Restriction:** STATS 722

## STATS 383 S2

### The Science and Craft of Data Management

A structured introduction to the science and craft of data management, including: data representations and their advantages and disadvantages; workflow and data governance; combining and splitting data sets; data cleaning; the creation of non-trivial summary variables; and the handling of missing data. These will be illustrated by data sets of varying size and complexity, and students will implement data processing steps in at least two software systems.

**Prerequisite:** STATS 201 or 208, and COMPSCI 101 or STATS 220

# General Education

Courses in General Education are a distinctive feature of the University of Auckland's bachelors degrees. General Education is an opportunity for you to broaden your interests, enhance your critical thinking skills and develop an appreciation and understanding of fields outside your main study area.

If you are enrolled in the BCom or BProp you will need to include two General Education courses in your degree, unless you qualify for an exemption.

If you are a conjoint student you will need to study the number of General Education courses specified for your programme.

In cases where the General Education requirements have been reduced, you must also complete a further 15 points from any available University programme (including the General Education programme).

Students who have not met the AELR requirements must substitute one of their General Education courses for ACADENG 104 Academic English for Business. (Refer page 4)

## What courses can I take?

General Education courses are identified by a 'G' suffix in their course code, for example: HISTORY 103G. Some courses have a non-General Education counterpart e.g., PHIL 105 and PHIL 105G.

You must enrol in the G-code version to meet your General Education requirement.

You cannot take courses in a subject in which you have previously passed a course, or take both of your General Education courses in the same subject. You cannot take General Education courses in subjects in which you intend to take more courses.

Courses are organised into six General Education schedules as follows:

- General Education Open Schedule (O)
- General Education Faculty Schedules:
  - Arts (ARTS)
  - Business and Economics (BE)
  - Education and Social Work (EDSW)
  - Engineering, Medical and Health Sciences, Science (EMHSS)
  - Law, Creative Arts and Industries (LC)



The following list indicates which schedules are available.

| Programme           | Schedules available       |
|---------------------|---------------------------|
| BCom                | O, BE                     |
| BProp               | O, BE                     |
| BAdvSci(Hons)/BCom  | O, BE, EMHSS              |
| BA/BCom             | O, ARTS, BE               |
| BCom/BDes           | O, BE, LC                 |
| BCom/BE(Hons)       | O, BE, EMHSS              |
| BCom/BGlobalSt      | O, ARTS, BE               |
| BCom/BHSc           | O, BE, EMHSS              |
| BCom/BMus           | O, BE, LC Not ANTHRO 106G |
| BCom/BProp          | O, BE                     |
| BCom/BSc            | O, BE, EMHSS              |
| BCom/LLB            | O, BE, LC                 |
| BCom/LLB(Hons)      | O, BE, LC                 |
| BAdvSci(Hons)/BProp | O, BE, EMHSS              |
| BDes/BProp          | O, BE, LC                 |
| BE(Hons)/BProp      | O, EMHSS, BE              |
| BProp/BSc           | O, BE, EMHSS              |
| BProp/LLB           | O, BE, LC                 |
| BProp/LLB(Hons)     | O, BE, LC                 |

## Advice

The courses available to you will depend on the degree(s) for which you are enrolled. Courses in the Open Schedule are available to all students. The other five schedules are faculty specific. You can choose both your General Education courses from the Open Schedule, or your faculty schedule, or mix courses from both schedules.

For further information please refer to [www.auckland.ac.nz/generaleducation](http://www.auckland.ac.nz/generaleducation)

# Academic Standing

To retain a place in the BCom or BProp degree a student is required to pass at least 50 percent of points enrolled in any one semester, including Summer School, to maintain Good Academic Standing.

Academic Standing is the University's way of measuring a student's academic performance each semester. It applies to all students enrolled in undergraduate programmes. There are 4 possible statuses: Good, At Academic Risk, Academic Restriction, and Enrolment Termination.

## At Academic Risk

From a status of 'Good' academic standing, if you pass less than 50% of your points in a semester, your status will become 'At Academic Risk', and the University will offer you advice and support as appropriate to help you achieve 'Good' Academic Standing in the next semester. If you then pass 50% of your courses in the next semester, you move back to 'Good' academic standing.

## Academic Restriction

From a status of 'At Academic Risk', if you pass less than 50% of your points, your status will become 'Academic Restriction' and you will be restricted in the number of points you can enrol in for the next semester. If you then pass 50% of your courses in the next semester, you move back to 'At Academic Risk' academic standing.

A student with a status of Academic Restriction will be restricted to:

- Not more than 45 points of enrolment in that semester
- Not more than 25 points in Summer School.

Students whose enrolment is restricted under these provisions may apply to Senate for reconsideration of the restriction where they consider that disabilities, impairments, medical or other circumstances should be taken into account.

Applications must:

- Be made on the appropriate Reconsideration of Restriction or Exclusion form; and
- If special consideration is sought for medical or other exceptional reasons, include evidence

## Enrolment Terminated

From a status of 'Academic Restriction', if you pass less than 50% of the restricted points, your status will become 'Enrolment Terminated' and you will be discontinued from all programmes. After one year, you can reapply for the programme, with acceptance of your application being at the University's discretion. Please speak with your nearest Student Hub about the requirements they have for readmission, as you may need to complete additional study at another institution with passing grades to be eligible for readmission.

To find where to visit, please see [Student Hubs](#).

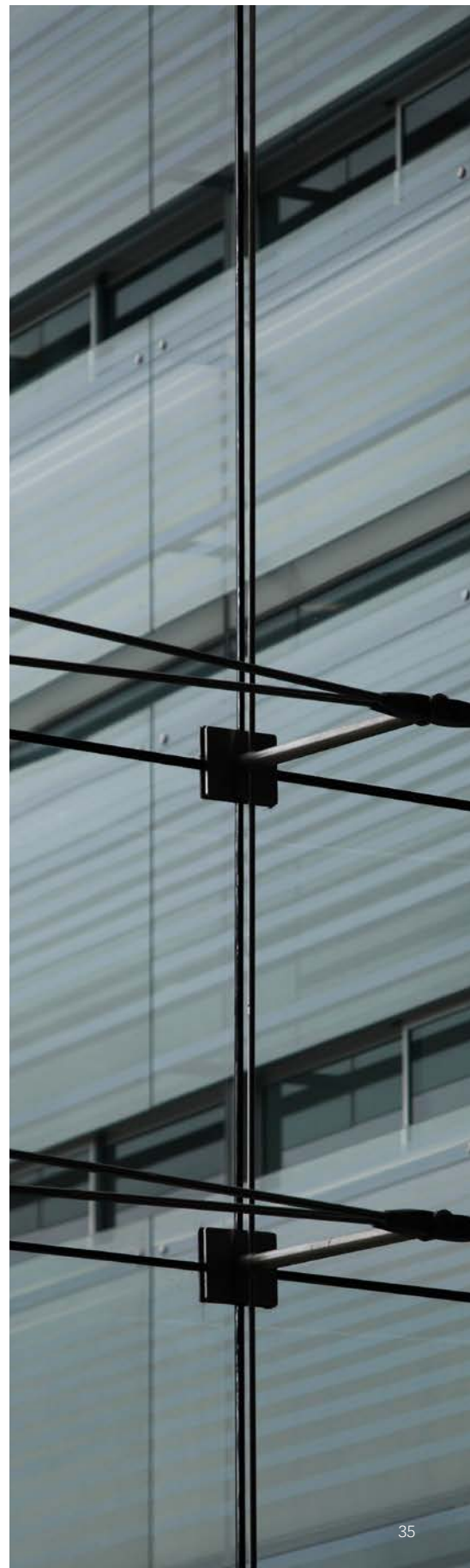
## Conceded pass

A conceded pass may be awarded by the University of Auckland Business School for one course only, provided that:

- The course is part of the last two semesters of enrolment (including Summer School) and is required to complete the student's degree;
- The course does not form part of the student's major; and
- The student has gained a D+ grade in the course.

Students eligible for a conceded pass will be considered automatically.

Students awarded a conceded pass will be advised by Academic Services. For more information refer to the *University of Auckland 2023 Calendar*.



# Dates to remember

| Academic year 2023*      |   |
|--------------------------|---|
| Summer School – 2023     |   |
| Lectures begin           | Thursday 5 January  |
| Auckland Anniversary Day | Monday 30 January   |
| Waitangi Day holiday     | Monday 6 February   |
| Lectures end             | Friday 10 February  |
| Study break/exams        | Study break: Saturday 11 February<br>Exams: Monday 13 – Wednesday 15 February                     |
| Summer School ends       | Wednesday 15 February   |
| Semester One – 2023      |   |
| Semester One begins      | Monday 27 February  |
| Mid-semester break       | Friday 7 April – Friday 21 April  |
| ANZAC Day                | Tuesday 25 April  |
| Graduation               | Monday 1 May, Wednesday 3 May, Friday 5 May   |
| King's Birthday          | Monday 5 June   |
| Lectures end             | Friday 2 June   |
| Study break/exams        | Study break: Tuesday 6 – Wednesday 7 June<br>Exams: Thursday 8 – Monday 26 June                   |
| Semester One ends        | Monday 26 June  |
| Inter-semester break     | Tuesday 27 June – Friday 14 July  |
| Matariki                 | Friday 14 July  |
| Semester Two – 2023      |   |
| Semester Two begins      | Monday 17 July  |
| Mid-semester break       | Monday 28 August – Friday 8 September   |
| Graduation               | Tuesday 26 September  |
| Lectures end             | Friday 20 October   |
| Labour Day               | Monday 23 October   |
| Study break/exams        | Study break: Tuesday 24 – Wednesday 25 October<br>Exams: Thursday 26 October – Monday 13 November |
| Semester Two ends        | Monday 13 November  |
| Semester One – 2024      |   |
| Semester One begins      | Monday 26 February  |

\*Start/finish dates vary for some programmes.

## Next you need to enrol

- Once you've accepted an offer of a place in a programme, you can enrol in courses on Student Services Online  
**[www.studentservices.auckland.ac.nz](http://www.studentservices.auckland.ac.nz)**
- Once you've signed in, you can view your programme requirements.
- For more information on how to enrol, visit  
**[www.auckland.ac.nz/enrolment](http://www.auckland.ac.nz/enrolment)**

## Not sure which courses to take or how to plan your first year?

- Visit a Student Hub
- Use a degree planning sheet at  
**[business.auckland.ac.nz/degree-planners](http://business.auckland.ac.nz/degree-planners)**
- Email **[comenquiry@auckland.ac.nz](mailto:comenquiry@auckland.ac.nz)**
- Come to Open Day 2023

Applications to the University of Auckland should be received no later than the published closing date. If there are places available, applications received after the closing date will be considered on the basis of academic merit.

## You need to make sure you pay your fees!

You'll find all the details at  
**[www.auckland.ac.nz/fees](http://www.auckland.ac.nz/fees)**

Stuck? At any point in the process you can find answers to your questions 24/7 at  
**[www.askauckland.ac.nz](http://www.askauckland.ac.nz)**

Or there's someone who can help during business hours at **0800 61 62 63** or at **[studentinfo@auckland.ac.nz](mailto:studentinfo@auckland.ac.nz)**

## Orientation

Orientation takes place the week before lectures start each semester. Faculty Orientation Day is designed to help you feel more connected with your faculty of study, while allowing you to meet staff and students who you will come across during your time at the University. You will be buddied up with your UniGuide who will be there to answer any questions you may have about university life.

For more information see **[www.auckland.ac.nz/orientation](http://www.auckland.ac.nz/orientation)**

For information on International Orientation Week visit  
**[www.auckland.ac.nz/international\\_orientation](http://www.auckland.ac.nz/international_orientation)**

### Semester One 2023 Orientation welcome

Faculty Orientation: Week beginning 20 February 2023  
(Semester One 2023 begins 27 February.)

### Semester Two 2023 Orientation welcome

Faculty Orientation: Week beginning 10 July 2023  
(Semester Two 2023 begins 17 July)



## Scholarships

Each year the University and New Zealand's business community offer scholarships and awards to students who demonstrate aptitude and excellence in their fields. We encourage our students to apply for awards in their area of study.

Key undergraduate scholarships available include:

- A range of school-leaver and first-year scholarships
- Inspiring Futures scholarships
- Blair Hargrave/Colliers International Scholarship
- University of Auckland International Student Excellence Scholarship
- Dean's Leadership Award

[auckland.ac.nz/business-scholarships](http://auckland.ac.nz/business-scholarships)

## Clubs

Our 14 clubs are a great place to connect, have fun, and grow. Find your community, make new friends, and discover new skills, networks and perspectives. Get amongst it and sign up to make the most of your time at the Business School.

[www.business.auckland.ac.nz/bizclubs](http://www.business.auckland.ac.nz/bizclubs)

## Postgraduate Study

Develop advanced knowledge and specialist skills with our wide range of postgraduate business programmes. Hone your expertise, enhance your career prospects and grow your professional networks.

Explore your options and discover where postgraduate study could take you at [postgraduate.business.auckland.ac.nz](http://postgraduate.business.auckland.ac.nz)



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@aucklanduniversitybusiness



### LinkedIn

University of Auckland Business School Alumni & Friends

### Disclaimer

Although every reasonable effort is made to ensure accuracy, the information in this document is provided as a general guide only for students and is subject to alteration.

All students enrolling at the University of Auckland must consult its official document, the current Calendar of the University of Auckland, to ensure that they are aware of and comply with all regulations, requirements and policies.



**UNIVERSITY OF  
AUCKLAND**  
Waipapa Taumata Rau  
NEW ZEALAND

**Business School**

Sir Owen G Glenn Building  
12 Grafton Road  
Auckland

**Phone:** 923 7186 (within Auckland)

**Phone:** 0800 61 62 63 (outside Auckland)

**Phone:** +64 9 373 7513 (overseas)

**Email:** [comenquiry@auckland.ac.nz](mailto:comenquiry@auckland.ac.nz)

**Web:** [business.auckland.ac.nz](http://business.auckland.ac.nz)

**International Office**

The University of Auckland  
Private Bag 92019  
Alfred Nathan House  
24 Princes Street  
Auckland 1142  
New Zealand

**Questions:** [askauckland.ac.nz](mailto:askauckland.ac.nz)

**Email:** [int-questions@auckland.ac.nz](mailto:int-questions@auckland.ac.nz)

**Web:** [international.auckland.ac.nz](http://international.auckland.ac.nz)