



THE UNIVERSITY OF
AUCKLAND
Te Whare Wānanga o Tamaki Makaurau
NEW ZEALAND

Business School

Undergraduate Prospectus 2022



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Sign up for updates

Keen to know more about studying at the Business School? Let's talk! Sign up today.
www.auckland.ac.nz/learn-business

Right:

Te Toka Kāmaka o Waipārūrū The soul of the Business School

Te Toka Kāmaka o Waipārūrū, the Pounamu Kahurangi at the centrepiece of this artwork, is a rare form of jade or greenstone. The greenstone stands at the main entrance to the Sir Owen G Glenn Building and represents the strength and solidity of the Business School, symbolically linking manuhiri or visitors, students and staff, the past and the present and the North and South Islands.



Nau mai, haere mai

A warm welcome to New Zealand's leading business school

Studying Business matters

Business turns ideas into financial, social and environmental benefits that can improve the quality of life of individuals, communities and entire societies. That's why studying Business matters.

To prepare you for a successful and rewarding career in the dynamic and exciting world of business, the Business School has launched a new, innovative undergraduate learning experience that will give you the skills and knowledge today's employers are looking for.

Our new business core is the closest learning experience you will get to the real world of business. You'll tackle real business challenges and see what it's like to work in different roles in a range of sectors and organisations.

Business, perhaps more than any other discipline, gives you a wide range of career options. With a choice of 12 majors, covering all the most important aspects of business today, we look forward to helping you choose the degree or conjoint degree that will best prepare you for your future career.

I know that for many of you, finishing your high school years during this pandemic has been a time of great uncertainty and change. As you prepare for your next step, you will find the University of Auckland Business School a welcoming and supportive place to learn.

I am confident that your time here will be happy and fulfilling, and that you will gain the skills and knowledge to take your career in any direction you choose.

I look forward to welcoming you to our City or South Auckland Campus in 2022.

Ngā mihi nui.

PROFESSOR SUSAN WATSON

Dean, Business School
The University of Auckland



Your best choice for a career in business

Get your career in Business off to the best start at the University of Auckland Business School. We offer high-quality learning, teaching and research, with innovative and relevant programmes that are designed to prepare you for the real world of business.

Why study with us?

- Enjoy hands-on, real-world learning with our innovative first-year experience, which will prepare you for the real world of business.
 - Study in the heart of Auckland, New Zealand's business capital, in one of its most iconic buildings, with amazing facilities and spaces.
 - Study and make friends with people from many different cultures and communities.
 - Choose from a wide range of subjects, covering all the critical areas of business today.
 - Double your career options with a double major, increasing your knowledge and career options even further.
- Benefit from the teaching, advice and support of high-calibre academic and professional staff.
 - Enjoy a range of fun, industry-focused clubs and organisations that can enhance your skills, expand your social networks and increase your employability.
 - Become one of our graduates, who are highly sought after both in New Zealand and internationally, with 90% in employment one year after graduating.*

*University of Auckland Graduate Destination Survey 2019.

High ranking and reputation

In the 2021 QS World University Rankings by Subject, the University of Auckland was ranked in the top 100 universities in the world. We were also ranked as the best in New Zealand in Accounting and Finance, Business and Management, Commercial Law, Economics, Information Systems, Operations and Supply Chain Management and Property.

The University of Auckland is ranked in the top 10 universities in the world in the 2021 Times Higher Education University Impact Rankings. These measure how universities perform against the United Nations' Sustainable Development Goals.

The University of Auckland was named Entrepreneurial University of the Year at the 2020 Asia-Pacific Triple E Awards.

Start in South Auckland

Live in South or East Auckland? Choose to study closer to home at our new South Auckland Campus – Te Papa Ako o Tai Tonga.

Join our supportive community campus in Manukau, and enjoy smaller class sizes, personalised support and help to transition from school to university.

Choose to take all of your first year core in South Auckland or mix it up – taking some courses in South Auckland and some on the City Campus.





Professional recognition

Specialisations in our programmes are recognised by relevant professional bodies, e.g., Accounting is recognised by CAANZ, CPA Australia, ACCA and CIMA; the BProp is recognised by RICS, Property Institute of NZ and the Real Estate Institute of NZ.

Beta Gamma Sigma

The highest achieving students in our Business School programmes are invited to join our chapter of Beta Gamma Sigma – a prestigious Honours Society. This is an opportunity that we are able to offer you as an AACSB-accredited business school.

International accreditation

The Business School's Triple Crown accreditation status is held by only five percent of business programmes worldwide. It is your assurance of the highest academic standards and offers global credibility and recognition.



No 1
New Zealand
university*



TOP 50
Global
Reputation**



No 1
In New Zealand
for Employability***



*Times Higher Education and QS World University Rankings 2021.

**QS World Rankings Academic and Employer Reputation, number one in NZ 2021.

***QS Graduate Employability Rankings 2020.

The future of business

Starting at University is exciting but it can also seem a bit daunting. Your first year at the Business School is designed to be a hands-on, interactive learning experience – not quite the large lectures you might have been expecting.

Future-ready

The world of work is rapidly changing. With input from employers, entrepreneurs, business people and our own students, we have designed our undergraduate programmes to equip you with the skills and knowledge you need to launch an exciting career in the ever-changing, dynamic world of business.

Real-world learning

From your first day in the classroom, you'll experience real-world learning.

With your classmates, you'll get hands-on as you explore what it is like to grow a company – taking it from start-up to a global business. You'll see what it's like to work in different roles in a range of sectors and organisations.

This is the closest learning experience you will get to the real business world.

Innovative learning

Your first year will be both active and interactive.

- Flipped classrooms
- Interactive workshops
- A mix of team and individual active learning
- A blend of online and in-person learning
- New learning spaces (including our state-of-the-art BNZ Financial Trading Room, maker space and up-coming 5G Lab)

Work-ready

With these hands-on experiences, you'll develop the professional skills that are in demand with employers. You'll also learn how to adapt and apply these critical skills in complex and changing environments.

The core

A unique feature of our programmes is the innovative, interdisciplinary vertical core.

In your first year, you'll get hands-on learning with an integrated set of six core courses, discovering how the different disciplines of business fit together in the environment that businesses actually operate in.

In your second year, you'll work on real-world business problems, engaging in a Business Consulting core course, where you will explore current 'grand challenges'.

In your third year, you'll choose a capstone core course – select from an industry-based project, a business simulation, a live business case or an internship. You'll apply and demonstrate your skills and knowledge in a practical context – something you can share with future employers.



Get work-ready

The professional skills and knowledge you develop at the Business School will prepare you for an exciting career in Business.

Employers are looking for the whole package: qualifications, work and life experience, and a broad set of professional skills.

As you study towards your Business degree, you can expect to develop in-demand, practical and relevant skills and knowledge from your courses and the wide range of co-curricular activities on offer (see pages 18–21).

What professional skills will I need?

Your degree will enhance your critical thinking and analytical skills, and equip you with a wide range of strong professional skills and attributes, including:

- Adaptability
- Communication
- Creativity
- Cross-cultural understanding
- Decision making
- Integrity
- Leadership
- Negotiation
- Problem solving
- Project Management
- Teamwork



BCom degree

By completing the BCom degree, you will acquire an understanding of specialist fields related to your selected major(s), as well as developing a strong set of professional skills.

BCom Graduate Profile	
Theme	As a BCom graduate you will be able to:
Knowledge and Practice	Demonstrate and apply a breadth of knowledge across disciplines, as well as specialist knowledge within one or more of them, while recognising the relevance of this knowledge within a global context
Critical thinking	Analyse and critique theory and practice to develop well-reasoned arguments
Solution seeking	Identify and frame problems using analytical skills to create and evaluate innovative solutions
Communication and engagement	Collaborate and communicate effectively in diverse business contexts using multiple formats
Independence and integrity	Respond professionally and ethically, demonstrating a capacity for independent thought and learning
Social and environmental responsibility	Recognise the significance of the principles underpinning the Treaty of Waitangi and consider your obligations in relation to sustainability, whilst displaying constructive approaches to diversity

BProp degree

The BProp degree provides you with applied business skills in property valuation, management, marketing, finance and investment, along with specialist knowledge of property processes. Through your studies you will develop a range of professional skills to prepare you to work in the property industry.

BProp Graduate Profile	
Theme	As a BProp graduate you will be able to:
Knowledge and Practice	Demonstrate and apply an understanding of theory and practice across disciplines, as well as specialist knowledge within property disciplines, recognising the relevance of this knowledge within a global context
Critical thinking	Analyse and critique ideas, theory and practice to develop well-reasoned arguments
Solution seeking	Identify, frame, analyse and prioritise complex property issues and develop evidence-based practical and innovative solutions
Communication and engagement	Collaborate and communicate professionally and effectively in diverse property contexts using multiple formats
Independence and integrity	Respond professionally and ethically, demonstrating a capacity for independent thought and learning
Social and environmental responsibility	Recognise the significance of the principles underpinning the Treaty of Waitangi and consider your obligations in relation to sustainability, whilst displaying constructive approaches to diversity as it applies to land and property

After seeing the potential for growth in the data industry, Thomas decided to major in Business Analytics alongside Marketing.

“I could see there was ongoing relevance as the job market evolves in the area of data and its management.

“My BCom gave me the foundational skills of business and the opportunity to further my interest in data and trend analysis. It has enabled me to confidently move into new situations and environments, as I am now knowledgeable in the underlying systems and data functionality.

“The courses in my second and third year were practical and taught me several programming languages, database structures, logical algorithms, data visualisations and contextual use of data. These are core elements for dashboard creation, database management and improving stakeholder engagement, which I use regularly in my work at Vend.

“Throughout my University experience I was able to participate in a wide variety of clubs and organisations. The Business School has a vested interest in its student success programmes and offers a wide range of opportunities, through co-curricular activities and partnerships with the business community.”

Thomas Howe

**Bachelor of Commerce
(Information Management*, Marketing)**

Business Intelligence Analyst at Vend



*This major is now called Business Analytics.

What can you study?

Our undergraduate programmes are flexible, allowing you to select courses that fit your interests and career aspirations.

Bachelor of Commerce – quick facts

Full-time: 3 years

Taught at: City Campus and South Auckland Campus | Te Papa Ako o Tai Tonga

Points per degree: 360 (24 courses)

The BCom is a flexible business degree that will prepare you for a range of careers. You will also develop your communication, teamwork and problem-solving skills.

BCom first year

Your first year consists of:

- Six interdisciplinary core courses that provide a base to build your major(s)
- Additional courses in accounting, business economics or quantitative methods, depending on your choice of major(s); or electives

Completing your BCom

- You can use your first year of study to explore the different majors we offer.
- You can choose one or two sets of advanced courses for a single or double major in your second and third years.
- You will complete two General Education* courses during your studies.
- You may choose to include up to two elective courses from outside the BCom schedule.
- You will complete a core course in Business Consulting in your second year.
- In your third year, you will complete a core capstone course. This provides an opportunity to apply your skills/knowledge in a practical context that can be shown to employers.

*See www.auckland.ac.nz/generaleducation

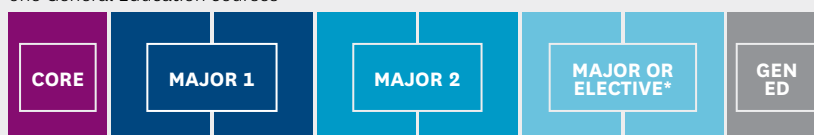
Sample BCom degree structure (for double major)

For assistance planning your BCom degree study, visit the Business Student Centre or www.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.

BCom majors

Most students choose two complementary BCom majors, unless they are planning a conjoint degree. A conjoint combines the BCom with the BProp or another undergraduate degree programme offered by a different faculty.

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

You can find more details about these majors on page 15 of this prospectus.

Prepare for the real world of business with real-world learning

Find out more

For more details about this programme, visit business.auckland.ac.nz/ug

Bachelor of Property – quick facts

Full-time: 3 years

Taught at: City Campus and South Auckland Campus | Te Papa Ako o Tai Tonga

Points per degree: 360 (24 courses)

The BProp is a specialist degree designed to equip you with the knowledge and skills for a range of careers in the property profession in New Zealand and elsewhere in the world. Highlights of the degree are a buddy programme through which you will receive mentoring from senior people in the property industry – and abundant industry networking opportunities.

Planning your BProp

Most students will complete the two introductory property courses in the first year. If you are planning a conjoint, and completing both introductory courses in the first year is not possible, you will be able to enrol in one of the courses in your second year.

BProp first year

Your first year consists of:

- Six core courses in business that provide a solid base for your career in property
- Two introductory courses in Property

Completing your BProp

- Your second and third years comprise more specialised property courses.
- You will also complete two General Education courses in your final year.
- In your third year, you will complete a Property capstone course. This provides an opportunity to apply your skills/knowledge in a practical context that can be shown to employers.

www.auckland.ac.nz/generaleducation

BProp courses

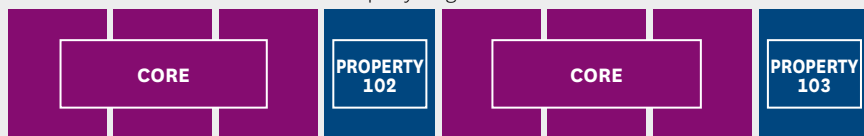
Courses in the programme include property-related subjects such as:

- Building surveying
- Development
- Finance and investment
- Management
- Marketing
- Valuation

Sample BProp degree structure

For more detailed course requirements, visit the Business Student Centre or www.bprop.auckland.ac.nz

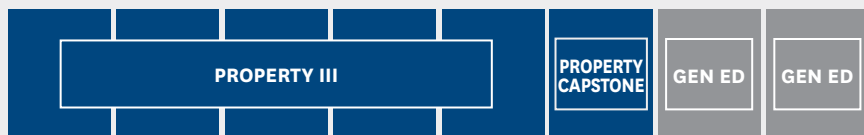
YEAR ONE: Six Core courses and two Property Stage I courses



YEAR TWO: Eight Property Stage II courses



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



Find out more

For more details about this programme, visit business.auckland.ac.nz/ug



A passion to help her community in Tonga to realise the potential of their land was just one of the reasons Teukialupe chose to study Property.

“I wanted to help my people, and the best way I knew how was through my studies. My education has not only been about how I can help others, but most importantly, how can I help my Mum and Dad and repay the sacrifices they have made for me? Ko 'eku manatu ma'u pe ki 'api.

“When I heard about the Bachelor of Property programme at Open Day, I thought ‘this is the one!’ I saw the potential to develop my business skillset, learn technical property skills and take advantage of the professional networking opportunities that lay ahead.

“I work in the Leasing Team at Auckland Council, managing the community leases for two local boards. I came into the workforce full of technical skills, specialised knowledge and transferrable skills that have equipped me to tackle the challenges that are posed in my job. Whether it be Property Law or Building Surveying courses, every part of the degree has made me confident in my knowledge to succeed in local government.

“The Tuākana mentoring and support system for Māori and Pacific students at the Business School was my saving grace. And the network for Pasifika students is a true highlight of my time in the Business School.

“As the only Tongan and only female Pacific student in my graduating class, I encourage more Pacific students to enrol into the BProp. Be a part of the conversations being had around the property industry – the opportunities are limitless.”

Mele 'Evaleti Teukialupe He Palasi Havea

Tonga (Puke, Hofoa, Kolofo'ou,
Kolomotu'a)

Bachelor of Property

Community Lease Specialist
at Auckland Council

Your first year in business

Suggested first-year course plan:

Semester One: 4 courses

BUSINESS 111 (15 pts)
Understanding Business

BUSINESS 114 (15 pts)
Accounting for Decision Making

BUSINESS 115 (15 pts)
Economics, Markets and Law

INFOSYS 110 (15 pts)
Digital Systems
Or one of
STATS 108 (15 pts)
Statistics for Commerce
or
STATS 100 (15 pts)
Functioning in Statistics

Semester Two: 4 courses

BUSINESS 112 or 113 (15 pts)
Managing Sustainable Growth

INFOSYS 110 (15 pts)
Digital Systems
Or one of
STATS 108 (15 pts)
Statistics for Commerce
or
STATS 100 (15 pts)
Functioning in Statistics

Plus two 15-point courses:
BCom: Additional Stage I course dependent on your major, such as ACCTG 102, ECON 152, MATHS 108 (or MATHS 150 or 153); or Elective
BProp: PROPERTY 102 and 103

Which Statistics course should I take in my first year?

STATS 100 and STATS 108 both meet the BCom core requirement.

STATS 100 is designed for students who either haven't studied or lacked confidence in Year 13 Statistics. You can't take STATS 100 with another Statistics course, or if you've already passed a Statistics course.

STATS 108 is required by the Professional Accounting bodies and to advance in some subjects.

www.stats.auckland.ac.nz

What additional courses can I take in my first year?

The following BCom majors require these additional Stage I courses:

- Accounting: ACCTG 102
- Economics: ECON 152, 221
- Finance: ACCTG 102 and MATHS 108

If you need more than two extra courses you should plan to defer them to your next semester of study.

What electives can I choose in my first year?

Electives are a great way to increase your employability by developing additional skills, such as project management and negotiation skills.

You can choose to include courses from the BCom schedule or up to two courses from outside the BCom schedule.

Recommended business electives

- ACCTG 102
- ECON 152, 221
- INFOMGMT 192
- MATHS 108
- PROPERTY 102
- STATS 208

You can select from a range of General Education courses, which allow you to explore other disciplines from across the University. For available General Education courses see www.auckland.ac.nz/generaleducation

You'll complete an integrated set of six core courses. You'll take some additional courses that depend on the major(s) you are planning to take.

If you're not sure of your major yet, don't worry, you'll get a taste of all our majors in the first year. You should plan to include any additional Stage I courses that help you to keep your options open.

What will I learn in my first year core?

Understanding Business

What is a business? What challenges and opportunities do businesses face today? How do they create value for customers and what influences their choice of activities and processes? What might future organisations look like and what roles might you play?

Managing Sustainable Growth

How and why do businesses grow? How does a business grow from a start-up to an SME to a global business? Navigate the decisions and trade-offs involved in growing a business, managing customer relationships and competing in international markets.

Accounting for Decision Making

Step into the shoes of a business owner. What financial and legal decisions do you need to make? Develop skills in analysing, interpreting and communicating accounting information and learn how to use these skills to inform decision making and evaluate business performance.

Economics, Markets and Law

How does a constantly changing external environment influence and impact a business? How does the legal framework affect a business? Can competitors and government interventions impact price? What causes changes in the economy and can government policy offset these?

Digital Systems

How is the rise of digital systems changing the way we do business? How are systems and technologies used to coordinate and manage information, people and processes, and how are these influenced by data governance and privacy frameworks? Develop skills in business productivity tools.

Statistics for Commerce

How can businesses use data for decision making? Develop skills and knowledge in data analysis, forming conclusions from data patterns and communicating these results to others.



UBS

The Bachelor of Commerce set a solid foundation for Chelsea's career in investment banking.

"The Finance major helped my career, mostly by building my foundation of understanding in the language that is 'finance'. Terminology in this major can be difficult to begin with, but as with learning a language, it becomes a lot easier once you familiarise yourself with its vocabulary.

"There is a good mixture of compulsory core courses in the first year of the BCom degree, spanning all key areas of business. This helps you get a feel for what you enjoy and what you might want to major in. There is also a good balance of group work and individual work – both of which teach important skills required in the workplace.

"Outside of class, the Business School has high-quality clubs, a lot of which are known and respected by employers.

"There are endless choices of clubs, with many providing invaluable opportunities and experiences – during my time on the Executive Committee of Beta Alpha Psi, I was able to travel to Washington, DC in the US for a conference. I highly recommend getting involved."

Chelsea McCraith

**Bachelor of Commerce (Finance)/
Bachelor of Laws conjoint**

Investment Banking Analyst at UBS

The Business School's reputation and Auckland's city atmosphere drew Laura to the University of Auckland.

"I was interested in Management as I believe that people are at the core of any business. Once I began my courses, my eyes opened to the possibilities and all the fascinating avenues that you can explore within Management. Accounting was essential as I believed that understanding budgeting and management accounting was necessary for any kind of management position.

"I work in the Reward Team at EY, which focuses on remuneration. Things are never boring. There is a huge variety of different projects, so there is always a new challenge to face and something to be learnt.

"I use the knowledge and skills I gained from both of my majors in my job. Accounting has helped me when dealing with numbers, data and spreadsheets. The theories I learnt in Management help form a foundation of understanding around remuneration, as well as how things like organisational structure and key values impact people's remuneration in different organisations.

"Beyond my majors, the skills I learnt at University have come in handy. Each project with a client is not unlike an assignment: we have to figure out the core of the problem, do the research, come up with recommendations and then write it up all before the deadline."

Laura Sawyers

**Bachelor of Commerce
(Management, Accounting)/
Bachelor of Arts (French) conjoint**

Consultant at EY



Plan your career in business

As you move into your second year, you will specialise and choose a major with a focus on your future career. Follow your interests and passions as you develop specialist skills and knowledge that will prepare you for diverse and flexible career paths.

Our 12 BCom majors cover every aspect of business, opening up a wide range of challenging and exciting careers for you.

Our BProp will equip you for the many property-related careers in New Zealand and internationally. Whatever your interests, our majors give you the best possible start for a career in the world of business.

Accounting

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

Where will this take me?

Become an accountant or auditor in a chartered accountancy practice, the public sector or industry. Or work as a business consultant or financial manager in a manufacturing, service or consultancy organisation.

For information about professional accountancy requirements visit

www.charteredaccountantsanz.com
www.cpaaustralia.com.au

What majors could I combine this with?

- Business Analytics
- Commercial Law
- Finance
- Information Systems
- Taxation

business.auckland.ac.nz/study-accounting

Business Analytics

Business Analytics involves transforming data into valuable insights, enabling businesses to make effective decisions and gain competitive advantages. This major will equip you with the skills to work with digital data effectively, using state-of-the-art information tools. You will learn how to source and transform data, gain insights using predictive modelling, visualise data and tell compelling data stories.

Where will this take me?

Potential roles include business analyst/consultant, knowledge manager, project

manager, business intelligence consultant, business analytics consultant and enterprise resource planning consultant.

What majors could I combine this with?

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

business.auckland.ac.nz/study-business-analytics

Commercial Law

Study the legal frameworks used to make business decisions in the public and private sectors. You will focus on legal problems you may encounter in your career.

Where will this take me?

Depending on your other major, you could become a financial accountant, financial adviser, investment consultant, receiver, regulator or business policy adviser.

What majors could I combine this with?

- Accounting
- Finance
- Marketing
- Management
- International Business

business.auckland.ac.nz/study-commercial-law

Economics

Economics enables you to develop and use frameworks and methods to analyse social and economic issues. You will develop an understanding of strategic decision-making and an ability to view issues within a national or international context.

Where will this take me?

You can choose a combination of Economics courses that will prepare you for specialist career paths.

Business economics (applied economics)

- Economic analyst
- Economist (private or public sector)

Economic policy (evaluation and design of economic policy)

- Policy analyst (private or public sector)
- Policy consultant (private or public sector)
- Policy manager (private or public sector)

International trade and finance (economics of global interactions)

- Manager or analyst (export credit, risk or financial markets)
- Trade consultant
- Trade policy analyst

Quantitative economics (economic modelling and data analysis)

- Data analyst
- Econometrician
- Economic consultant
- Economic modeller/forecaster
- Economist (e.g., Central Bank or Treasury)

What majors could I combine this with?

- Finance
- International Business
- Marketing
- Operations and Supply Chain Management

Conjoint degrees with Politics and International Relations, Philosophy, Mathematics and Statistics are also a strong option.

business.auckland.ac.nz/study-economics

Finance

Learn about capital markets and the financing decisions facing organisations.

Where will this take me?

Become an investment banker, merchant banker, corporate banker, merger and acquisition specialist, corporate finance specialist, treasury specialist, stockbroker or financial analyst.

What majors could I combine this with?

- Accounting
- Commercial Law
- Economics
- Taxation

business.auckland.ac.nz/study-finance

Information Systems

Learn how information and communications technology can be used to achieve strategic goals. You will focus on developing and using cutting-edge products to solve important organisational problems.

Where will this take me?

Become a business analyst, IT consultant, IT project manager, website designer, information systems manager, business process designer, enterprise resource planning consultant, systems developer, network analyst or security assessor.

What majors could I combine this with?

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

business.auckland.ac.nz/study-information-systems

Innovation and Entrepreneurship

Develop an understanding of how to test innovative ideas, products or processes, how to finance start-up ventures, and how to sell and market new products and services in New Zealand and internationally.

Where will this take me?

Become an entrepreneur, business developer, product manager, technology transfer specialist, research developer or strategic business analyst.

What majors could I combine this with?

- Finance
- Marketing
- Operations and Supply Chain Management

business.auckland.ac.nz/study-innovation-entrepreneurship

International Business

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

Where will this take me?

Become a manager in an internationally active organisation or related institution (such as an exporter, global consumer or industrial goods manufacturer, or financial service provider.) Or work at an institution that co-operates with

international firms, such as a trade promotion or development agency.

What majors could I combine this with?

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

business.auckland.ac.nz/study-international-business

Management

Study 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 in New Zealand and internationally.

Where will this take me?

Become a recruitment consultant, human resource manager, employment relations manager, public policy analyst, employment analyst or business consultant.

You'll find that the ability to manage people and processes is relevant for most careers.

What majors could I combine this with?

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

business.auckland.ac.nz/study-management

Marketing

Learn how to research and satisfy customer needs through product and service development, planning, placement, pricing, advertising, promotion and distribution. Understand how to develop and manage ongoing relationships with customers, competitors, partners, suppliers and other key stakeholders.

Where will this take me?

You can choose a combination of courses that will prepare you for specialist marketing career paths. Options include:

Strategic marketing (advanced marketing strategy; sustainability)

- International marketing manager
- Marketing manager
- Product development manager
- Public relations manager
- Sales manager

Advertising and digital (branding and advertising; digital marketing)

- Advertising and promotions manager
- Brand manager
- Digital marketing manager
- Media director/buyer
- Meetings, conventions and events planner
- Social media marketing manager

Customer insights (customer insights; digital marketing; advanced marketing research)

- Customer insights analyst/manager
- Digital marketing analyst
- Market Research analyst/manager
- Segment and customer relationships manager
- Social media/ecommerce analyst

What majors could I combine this with?

- Business Analytics
- Commercial Law
- Information Systems
- Innovation and Entrepreneurship
- International Business
- Management
- Operations and Supply Chain Management

business.auckland.ac.nz/study-marketing

Operations and Supply Chain Management

Learn to solve complex business problems related to the journey of products from the manufacturer to the customer. Understand techniques for managing and improving the integration of design, resources, processes and customer requirements.

Where will this take me?

Become an operations analyst/consultant/manager, business process engineer, production and scheduling planner/manager, quality manager, enterprise resource planning consultant, supply chain consultant or change manager.

What majors could I combine this with?

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

business.auckland.ac.nz/study-operations-supply-chain

Taxation

Study the New Zealand taxation system and its application in today's business environment, including how taxation affects accounting practice.

Where will this take me?

Become a financial accountant or taxation adviser.

What majors could I combine this with?

- Accounting
- Finance

business.auckland.ac.nz/study-taxation

Property

Develop knowledge and skills across a range of property disciplines, including management, development, finance and investment, valuation, real estate leasing and sales and marketing.

Where will this take me?

Become a property manager for a local or international corporation. Manage commercial and industrial property, become a registered valuer, undertake property development or property marketing.

What degrees could I combine this with?

Strengthen your career options by combining the Bachelor of Property with an undergraduate degree in:

- Commerce
- Engineering
- Law
- Science

business.auckland.ac.nz/study-property

Conjoint degrees

A conjoint degree enables you to complete two bachelors degrees at the same time.

Studying a BCom or BProp with another degree gives you the opportunity to develop skills and knowledge across two different disciplines and opens up an exciting range of career options.

BCom conjoint options

BAdvSci(Hons)/BCom; BA/BCom; BCom/BDes; BCom/BE(Hons); BCom/BFA; BCom/BGlobalSt; BCom/BHSc; BCom/LLB (including Honours); BCom/BMus; BCom/BProp; BCom/BSc; BCom/BSportHPE

BProp conjoint options

BAdvSci(Hons)/BProp; BCom/BProp; BDes/BProp; BE(Hons)/BProp; BGlobalSt/BProp; BProp/BSc; BProp/LLB (including Honours)

What are some popular conjoins?

BCom/LLB: our most popular conjoint

- Law with Accounting, Economics or Finance

BA/BCom

- Management and Psychology
- Marketing and Communications
- Finance and Economics

BCom/BSc

- Accounting or Information Systems with Computer Science
- Finance or Economics with Mathematics or Statistics

BCom/BProp

- Property with Finance, Marketing or Management

BCom/BE(Hons)

- Operations and Supply Chain Management or Economics with Engineering

Planning a conjoint

It's helpful to use the conjoint degrees planner for your chosen programme.

www.business.auckland.ac.nz/degree-planners

Find out more

www.conjoins.ac.nz



Women's Mentoring Programme

The Women's Mentoring Programme matches female students with mentors from the Business School's vast network of business women. As well as meeting face-to-face at least four times each year, students and mentors attend a series of networking and speaker events.



Student development

The student development and engagement team offers a wide range of opportunities for you to supplement your studies and maximise your graduate employment options.

The Case Programme

Each year the Business School selects and trains teams of talented students to compete against other universities in case competitions. In each competition the teams are given a real-life business situation and asked to develop a strategy to address the issues. The case teams are allocated up to 24 hours to formulate a solution. They present their strategy to a panel of judges comprising a group of prominent business professionals.

The University of Auckland Business School case teams' outstanding results demonstrate the ability of young New Zealanders to perform on the world stage. The programme confirms our standing in the international business community.



EY Business Student of the Year Award

This award recognises a current Business School student who has displayed excellence in academic performance, communication skills, community service, extracurricular activities and knowledge of world issues.

You'll need to be enrolled in a Bachelor of Commerce or a Bachelor of Property at the University to be eligible. Students enrolled in conjoint degrees are also eligible, as long as one of your degrees is Commerce or Property.

Business School ASB Careers Centre

The Business School ASB Careers Centre is here to support your career development. It offers a range of services to assist you with career planning, delivered through a programme of skills workshops, employer interactions and individual support.

The Careers Centre will help you develop your employability and secure a successful and rewarding career when you graduate. You can also visit the University's Career Development and Employability Services for further support and opportunities.

Passport to Business

Passport to Business is a career development programme that provides selected first-year students with the opportunity to gain a better understanding of themselves and their career preferences. Industry professionals are actively involved in the programme, giving participants the chance to engage with employers.

Employer engagement events

The Business School hosts a wide range of employers and runs a range of events with them, including speed networking, presentations, workshops, boot camps and expos. These activities all provide opportunities for you to develop your skills and meet your potential future employer.

Champions Trophy Case Competition

The Champions Trophy is hosted by the University of Auckland Business School and features winners and finalists from the major international case competitions. Twelve teams from around the globe compete in three preliminary rounds for a place in the final.

Māori and Pacific Business Students of the Year

The Māori Business Student of the Year and Pacific Business Student of the Year awards are given to students who display excellence in academic performance, community service, communication, extra-curricular activities and knowledge of world issues.

Virtual internships and projects

Bridge between university study and your future work life, with in-person and virtual internships and projects in New Zealand and overseas.

A range of opportunities to take on a virtual internship, virtual micro-internship or project are offered across the University, and we encourage you to think about fitting this into your programme – it can be a rewarding experience and the chance to increase your networks and employability as you build on your skill set.



Connect, discover, grow: your student clubs

Make the most of your time at the Business School. Get amongst it and sign up for clubs and activities. You'll find your your community, make new friends, and discover new skills, networks and perspectives.

AIESEC

We're the world's largest student-run organisation, providing opportunities to become global citizens through overseas internships.

Auckland Land Economics Society (ALES)

Property students, academic staff and property professionals interact and network at several high-profile events each year.

University of Auckland Investment Club (UAIC)

Learn all about investing from experts in the field, and put your knowledge into practice by managing an actual investment fund, with any profits going to charity.

Beta Alpha Psi – University of Auckland Chapter

We're an international honours association for accounting, finance and information systems students and professionals, offering self-development and networking opportunities.

Commerce 'o Pasifika

Commerce 'o Pasifika is a club for Pacific students at all levels. It offers a supportive social environment to help you enjoy your time at the University and get the most out of your studies.

Commerce Students' Association (CSA)

This is a forum for discussion, networking and participation in a range of fun social activities.

Economics Group

Increase your understanding of economics through weekly discussion sessions with other students and regular guest-speaker events.

Management Consulting Club (MCC)

Participate in team-based business competitions locally and internationally. MCC is one of the University's largest clubs and has won the Dean's Award for being an outstanding student organisation.

The Marketing and Design Collective

Take advantage of opportunities to network with marketing professionals and participate in the annual Brand Challenge, speed networking and a variety of workshops and presentations.



Rainbow Business

A student-led association that creates social and advocacy opportunities for LGBTQI Takatāpui+ business students.

SavY

SavY promotes good financial habits to young people, through workshops in schools all around Auckland.

Social Innovation: University of Auckland (SINZ UoA)

SINZ promotes social enterprise and social entrepreneurship to young people through events, internships and competitions.

Te Māna Pākihi

We support Māori business students to reach their potential through Manākitanga, Whanaungatanga and Kotahitanga.

Toastmasters

We are a world leader in helping people become confident and comfortable in front of an audience. Overcome your fear of public speaking and have lots of fun as well!

UN Youth on Campus

Broaden your perspective and understanding of local and global issues that are becoming increasingly entwined. Find out what being a global citizen is all about, and meet other like-minded people on campus.

Velocity

The University of Auckland's entrepreneurship programme encourages innovation and ideas through initiatives such as the \$100K Challenge. Since 2003 Velocity has helped to ignite more than 130 ventures that have created 800 jobs, attracted more than \$288 million in investment and sold products and services in 35 countries.

Women in Business

University of Auckland Women in Business is a student-led organisation dedicated to promoting female empowerment in business, with three fundamental objectives: professional development; female leadership; and community culture.



Entry requirements

This section provides a brief description of the entry requirements for New Zealand and Australian citizens and permanent residents. All applicants must meet the University Entrance standard and the entry requirements for the programme they wish to enrol in. For more detailed information and other entry routes, please refer to www.auckland.ac.nz/entry-requirements

NCEA Level 3

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated an NCEA rank score. The rank score calculation is based on the best 80 credits at Level 3 or higher over a maximum of five approved subjects. These credits are then weighted by awarding points attained in each set of credits according to the level of achievement – Excellence (4 points), Merit (3 points) or Achieved (2 points). Up to 24 credits are counted for each approved subject taken at Level 3. The maximum rank score is 320. Note: The NZQA approved subject list includes Business Studies. See www.nzqa.govt.nz

Cambridge Assessment International Education

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated a Cambridge International rank score. The rank score calculation is based on the New Zealand Cambridge International score table for up to six subject units at AS level (one subject unit) or A level (two subject units). A maximum of two subject units can be included from any one syllabus group in the table of available syllabus groups, which are broadly equivalent to those in the list of approved subjects for NCEA. If more than six subject units have been taken, the best six scores will be used.

For selection into Business School programmes, performance in Psychology, Sociology and Legal Studies will be taken into account.

A Cambridge International rank score may differ from the New Zealand Cambridge International score table used for University Entrance because only syllabuses that contribute to University Entrance are used for ranking. Thinking Skills and the General Paper will be excluded from the rank score calculation.

The maximum rank score is 420. The following points are awarded for each syllabus group.

Level	A*	A	B	C	D	E
A	140	120	100	80	60	40
AS	-	60	50	40	30	20

International Baccalaureate (IB)

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated a rank score, which is the same as their IB score. For example, if you achieve 27 points for IB, your rank score will also be 27 points. The maximum rank score is 45.

Guaranteed entry requirements for admission in 2022

The table below shows the rank scores required to guarantee entry to the Business School in 2022 for school-leavers who are New Zealand or Australian citizens or permanent residents. Applicants with scores below these will still be considered, provided places are available. For more information, see www.auckland.ac.nz/entry-requirements

Programme	NCEA (Level 3)	CIE	IB
Bachelor of Commerce (BCom)	180	190	27
Bachelor of Property (BProp)	180	190	27
Conjoint programmes			
Bachelor of Arts/Bachelor of Commerce (BA/BCom)	210	230	28
Bachelor of Advanced Science (Honours)/Bachelor of Commerce (BAdvSci(Hons)/BCom)	275	330	36
Bachelor of Commerce/Bachelor of Design (BCom/BDes)	210	230	28
Bachelor of Commerce/Bachelor of Engineering (Honours) (BCom/BE(Hons))	275	330	36 ¹
Bachelor of Commerce/Bachelor of Fine Arts (BCom/BFA)	210	230	28
Bachelor of Commerce/Bachelor of Global Studies (BCom/BGlobalSt)	210	230	28
Bachelor of Commerce/Bachelor of Health Sciences (BCom/BHSc)	250	300	33
Bachelor of Commerce/Bachelor of Laws (Part I) (BCom/LLB) ²	210	230	28
Bachelor of Commerce/Bachelor of Music (BCom/BMus) ³	210	230	28
Bachelor of Commerce/Bachelor of Property (BCom/BProp)	210	230	28
Bachelor of Commerce/Bachelor of Sport Health and Physical Education (BCom/BSportHPE)	210	230	28
Bachelor of Commerce/Bachelor of Science (BCom/BSc)	210	230	28

¹ Mathematics and Physics at HL level

² Students will be selected into Law Part II on the basis of their results in Part I

³ Subject to the qualitative evaluation of:

- Creative Practice: Classical; Jazz; Popular Music – an audition portfolio

- Creative Practice: Composition – a composition portfolio

Alternative entry pathways

- Students with prior tertiary study at a New Zealand or overseas institution
- School-leavers who have studied at an overseas secondary school
- School-leavers from Year 12 who meet the conditions for Discretionary Entrance
- School students aged under 16, with outstanding academic achievement and demonstrated maturity to succeed in a university environment
- Home-school students who have achieved New Zealand University Entrance (UE) standard
- School-leavers seeking selection via the Aspiration to Business admission scheme (See page 25.)
- Students with relevant work experience who are at least 20 years old on or before the first day of the semester

Applying for credit

Students seeking credit are advised that they will need to support their application with the following information:

- Uploaded copy of academic transcript
- Statement about the degree or diploma structure
- Statement about the grading system
- Detailed syllabus or course outline for each course studied. (This should include a statement about the content of the course, the number of teaching hours, titles of prescribed textbooks and method of assessment.)

Once your application for credit has been processed, you are encouraged to discuss your programme plan with a student adviser.

Academic English Language Requirement (AELR)

The University has an Academic English Language Requirement (AELR) for all its undergraduate programmes. The AELR aims to ensure you have sufficient competence in academic English to support your study at University. 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.

When should I enrol in the AELR course?

If required, we recommend you enrol in your chosen AELR course in your first semester, alongside BUSINESS 111, and a maximum of two other core courses in your first semester of study.

For further information, see www.auckland.ac.nz/aclr

Zain knew at high school that he wanted to study Commerce and decided to focus on what he enjoyed studying when choosing his majors.

“It wasn’t until I finished my first year of uni that I decided on my majors. I enjoyed subjects that dealt with numbers, so Accounting was a natural first choice. I decided to major in Commercial Law as it was the course I really enjoyed in my first year.”

“The Emerging Professionals Graduate Programme at Waka Kotahi is structured a little differently to other programmes: you move between three teams in the first two years. I’m currently in the procurement team, which I chose as it aligns with my Commercial Law studies. We provide advice, support and guidance for all types of procurement activities, not just infrastructure.”

“I took advantage of several networking events and career support opportunities at the Business School. The networking events gave me a good understanding of different firms in the New Zealand business community, and the CV clinics helped me to adjust my CV to make it more effective.”

Zain Khan

Bachelor of Commerce (Accounting and Commercial Law)

**Emerging Professional at Waka Kotahi
NZ Transport Agency**



Targeted admission schemes and scholarships

The University has a range of admission schemes to improve access into higher education for equity groups.

Targeted admission schemes

If you are a Māori or Pacific student, have a disability, or are from a refugee or low socio-economic background, and have not met the guaranteed-entry, you may be eligible for inclusion in a targeted admission scheme.

www.auckland.ac.nz/utas

Māori and Pacific admission scheme (MOPAS)

This is a special scheme for those who are of Māori or Pacific descent and are either a New Zealand citizen or a permanent resident. It is open to school-leavers or those who have been in the workforce and have few academic qualifications. Applicants without a University Entrance qualification must be aged 20 or older before the first day of the semester.

Applicants who wish to be considered under the MOPAS scheme must indicate this by ticking the appropriate box in their online application to study:

- NCEA rank score \geq 140 points with at least 10 achievement standard credits in Level 3 Mathematics, Calculus or Statistics
- Or CIE rank score \geq 130 points with at least a D grade in Mathematics
- Or International Baccalaureate \geq 25

Shortlisted applicants may be required to attend an interview. The selection panel will assess the academic background, capability and motivation of each applicant and take into account community involvement and evidence of leadership.

For more information on the scheme and deadlines for applications visit

www.business.auckland.ac.nz/mopas
or email comenquiry@auckland.ac.nz

Aspiration to Business admission scheme

Special consideration will be given to applicants wishing to enter a university for the first time who meet the minimum requirements for New Zealand University Entrance, based on performance in NCEA or Cambridge International, but who do not meet the general selection standard. To be successful, applicants will need to demonstrate the capability and motivation to undertake study in the BCom or BProp by meeting additional selection criteria.

For more information on the scheme and deadlines for applications visit

www.business.auckland.ac.nz/A2B
or email comenquiry@auckland.ac.nz

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

www.auckland.ac.nz/business-scholarships



Frequently asked questions

Find answers to commonly asked questions about the undergraduate programmes at the University of Auckland Business School.

What subjects do I need to have studied at Year 12 and 13?

Study of NCEA Level 3 Statistics (or Cambridge International AS Mathematics) is highly recommended. Students intending to major in technical/quantitative Economics or Finance are advised to study Calculus in Year 13.

Students are advised to include no more than two of Accounting, Economics and Business Studies in their Year 13 programme. Previous study of Accounting and/or Economics at secondary school level is recommended but not essential.

Can I apply for exemption from a course if I get good results in NCEA or Cambridge International?

If you achieve a scholarship pass or excellent results in NCEA or Cambridge International Accounting or Economics, you are strongly encouraged to apply for an exemption or direct entry into a more advanced course. For more information, please speak to an adviser at the Business Student Centre:

comenquiry@auckland.ac.nz

Can I transfer between the BCom and BProp degrees?

Yes. The earlier the transfer occurs the more likely a complete transfer of credit will be possible, given the specific requirements of each degree.

Can I transfer into the BCom or BProp from another degree programme?

To be accepted into the BCom or BProp, you will need to meet the minimum GPE* of 3.0. If you choose to transfer in with a partially completed undergraduate qualification you can apply to credit most, if not all, of the courses you have passed as long as they fit the requirements for our BCom and BProp.

How much credit will I receive if I have previously completed an undergraduate degree at another university?

You will be eligible to credit up to 120 points. The exact amount of credit will depend on whether the courses you have studied are similar to those offered within the University of Auckland's BCom or BProp programmes.

www.auckland.ac.nz/prior-tertiary-study



Got a question?

AskAuckland has answers to frequently asked questions about the University of Auckland. Find information about programmes and courses, applications for admission, enrolment and much more at www.askauckland.ac.nz

To find out about our wide range of accommodation options, visit www.accommodation.auckland.ac.nz

View our extensive list of scholarships at www.auckland.ac.nz/scholarships

How much will my degree cost?

If you are starting tertiary study for the first time, you may be eligible for one year of fees-free study.

www.auckland.ac.nz/feesfreefirstyear

Tuition fees for 2021 (for domestic students enrolled in a full-time load of 120 points) for the BCom and BProp were approximately \$6,800. Fees for 2022 will be set later in 2021.

Tuition fees for 2022 (for international students enrolled in a full-time load of 120 points) for the BCom and BProp were approximately \$39,790.

In addition to the tuition fees, students pay a Student Services Fee. In 2021 (for students enrolled in a full-time load of 120 points) the fee was \$962.40.

www.auckland.ac.nz/fees

When do applications close?

The official closing date for applications for entry to the BCom and BProp for Semester One 2022 is 8 December 2021.

Note: Applications to the University of Auckland must be received no later than the published closing date. Applications received after the closing date will be considered on the basis of academic merit, if there are places available.

**Grades or marks achieved at other institutions are given a Grade Point Equivalent (GPE). Use our GPE Calculator for an indication of your GPE: gpecalculator.auckland.ac.nz*

It's time to apply

So, you've made your decision on what you want to study, and now it's time to apply. What do you need to do? Follow our step-by-step guide to apply for and enrol in your chosen programme.

1. Apply

Apply online:

applytostudy.auckland.ac.nz

Sign up for an account, if you don't already have one. Remember, you can apply for more than one programme.

Late applications may be considered after the 2021 school results are received but it's advisable to apply for all programmes you are interested in before the closing date (8 December 2021).

2. Supply supporting documents

We'll send you an email with a list of supporting documents you'll need to provide (and any other requirements to complete) before your application can be assessed.

3. We assess your application

You can check your application status online any time.

A decision will be made within four weeks of us receiving the required documents – some documents can take longer to process than others. If your application is successful, we'll email you an offer – normally from mid-January.*

4. Accept your offer of place

5. Enrol

- Once you've accepted an offer of a place in a programme, you can enrol in courses on Student Services Online at 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

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

- Visit the Business Student Centre.
- Use a degree planning sheet at www.business.auckland.ac.nz/prospectus
- Email: comenquiry@auckland.ac.nz
- Join us at one of our on-campus or online events. Find out more: business.auckland.ac.nz/ug

You need to make sure you pay your fees!

You'll find all the details at 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

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

** If you are not offered a place in the programme(s) of your choice, you will receive an email outlining alternative options. Your final offer of a place depends on two things: your admission to the University (which for school leavers may depend on your final school results) and your assessment by the relevant faculty.*

Key dates

Application closing date

8 December 2021

Semester One

Monday 28 February 2022 –
Monday 27 June 2022

Semester Two

Monday 18 July 2022 –
Saturday 14 November 2022

OPEN DAY 2021

Experience the Business School for yourself at our Open Day.

Open Day Online: Tuesday 29 June


Join us online for a series of live webinars covering everything you need to know about studying with us in 2022.

Open Day On Campus: Saturday 28 August

Experience the social side of University life. Discover student life first-hand and the learning opportunities that are just right for you.

www.openday.ac.nz



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The University of Auckland Business School

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University of Auckland Business School

Sign up for updates

Keen to know more about studying at the Business School? Let's talk! Sign up today.
auckland.ac.nz/learn-business

Disclaimer

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



**THE UNIVERSITY OF
AUCKLAND**
Te Whare Wānanga o Tāmaki Makaurau
NEW ZEALAND

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business.auckland.ac.nz