



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

# Business School

## Undergraduate Planning Guide 2019

Commerce | Property



ACHIEVE THE  
**AMAZING**

# 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. Programme planning advice, including specific advice about double majors and conjoint degrees, is available from specialist advisers in the Business Student Centre.



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 Business Student Centre to find out everything you need to know about how to make your time with us the best possible.

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University of Auckland Business School

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# 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) (3 years full-time study)	Bachelor of Property (BProp) (3 years full-time study)	Conjoint degrees (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>• 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 an introductory course in property.</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> <table border="0"> <tr> <td style="vertical-align: top;"> <p><b>BCom conjoint degrees</b></p> <p>BAdvSci(Hons)/BCom (5 years)            BA/BCom (4 years)            BCom/BE(Hons) (5 years)            BCom/BGlobalSt (4 years)            BCom/BHSc (4 years)            BCom/BMus (4 years)            BCom/BProp (4 years)            BCom/BSc (4 years)            BCom/LLB (5 years)            BCom/LLB(Hons) (5.5 years)</p> </td> <td style="vertical-align: top;"> <p><b>BProp conjoint degrees</b></p> <p>BAdvSci(Hons)/BProp (5 years)            BCom/BProp (4 years)            BE(Hons)/BProp (5 years)            BProp/BSc (4 years)            BProp/LLB (5 years)            BProp/LLB(Hons) (5.5 years)</p> </td> </tr> </table>	<p><b>BCom conjoint degrees</b></p> <p>BAdvSci(Hons)/BCom (5 years)            BA/BCom (4 years)            BCom/BE(Hons) (5 years)            BCom/BGlobalSt (4 years)            BCom/BHSc (4 years)            BCom/BMus (4 years)            BCom/BProp (4 years)            BCom/BSc (4 years)            BCom/LLB (5 years)            BCom/LLB(Hons) (5.5 years)</p>	<p><b>BProp conjoint degrees</b></p> <p>BAdvSci(Hons)/BProp (5 years)            BCom/BProp (4 years)            BE(Hons)/BProp (5 years)            BProp/BSc (4 years)            BProp/LLB (5 years)            BProp/LLB(Hons) (5.5 years)</p>
<p><b>BCom conjoint degrees</b></p> <p>BAdvSci(Hons)/BCom (5 years)            BA/BCom (4 years)            BCom/BE(Hons) (5 years)            BCom/BGlobalSt (4 years)            BCom/BHSc (4 years)            BCom/BMus (4 years)            BCom/BProp (4 years)            BCom/BSc (4 years)            BCom/LLB (5 years)            BCom/LLB(Hons) (5.5 years)</p>	<p><b>BProp conjoint degrees</b></p> <p>BAdvSci(Hons)/BProp (5 years)            BCom/BProp (4 years)            BE(Hons)/BProp (5 years)            BProp/BSc (4 years)            BProp/LLB (5 years)            BProp/LLB(Hons) (5.5 years)</p>			



# 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 seven Stage I courses and select an eighth course from their chosen degree programme.

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

#### Semester One\*

BUSINESS 101 - Business and Enterprise 1

ACCTG 101 - Accounting Information

ECON 151 - Understanding the Global Economy

or

ECON 152\*\* - Principles of Economics

INFOSYS 110 or STATS 108 - Business Systems or Statistics for Commerce

#### Semester Two

BUSINESS 102 - Business and Enterprise 2

COMLAW 101 - Law in a Business Environment

INFOSYS 110 - Business Systems

or

STATS 108 - Statistics for Commerce

#### Plus a 15-point course chosen from the following:

BCom: ACCTG 102, ECON 152\*\*, MATHS 108 (or MATHS 150),

General Education or Elective

BProp: PROPERTY 102

\*Students who are required to meet the AELR requirement should enrol in an AELR course, BUSINESS 101, and a maximum of two other core courses in their first semester of study. It is also recommended that students complete COMLAW 101 in the first semester of their second year.

\*\*Direct entry into ECON 152 for students with sufficient prior knowledge and skills in Economics at secondary school level. Refer to [www.auckland.ac.nz/economics/undergrad](http://www.auckland.ac.nz/economics/undergrad)

## ACADENG 104



## 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)

## 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 38).

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 101 and 102, ACCTG 101, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108
- **255 points (17 courses) including:**  
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)  
  
45 points (3 courses) at any level with no more than 30 points (2 courses) of electives
- **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 150 or 153)

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:** 105 points (7 courses):  
BUSINESS 101 and 102, ACCTG 101, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108
- **15 points (1 course): PROPERTY 102**
- **120 points (8 courses): PROPERTY 211, 221, 231, 241, 251, 261, 271, 281**
- **90 points (6 courses): PROPERTY 311-384**
- **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 Business Student Centre 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.

The BProp can be partnered with the following degrees: BCom, BE(Hons), BSc, LLB, and LLB(Hons). See page 6.

## 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 are advised to consider the advantages of studying a BA/BCom conjoint degree or complementing your BCom with concurrent study in the Diploma in Languages.

## Sample BCom degree structure (for double major)

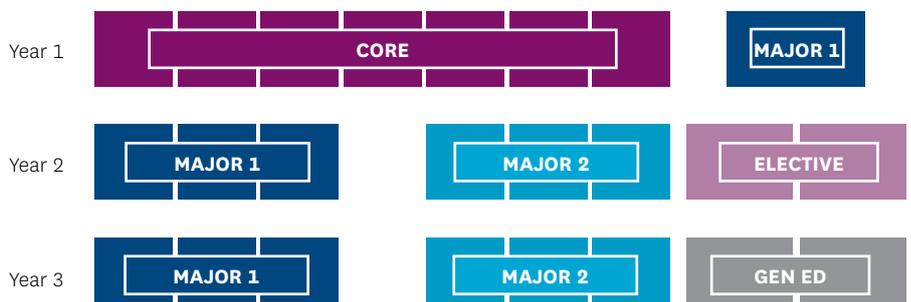
The following is an example of a BCom structured to fit a double major:

**Year one:** 7x Core courses, 1x Major One course

**Year two:** 3x Major One courses, 3x Major Two courses, 2x Elective courses

**Year three:** 3x Major One courses, 3x Major Two courses, 2x General Education courses

For more detailed course requirements, visit [www.bcom.auckland.ac.nz](http://www.bcom.auckland.ac.nz)



# 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 (7 courses):**

- ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108

**At least 150 points (10 courses)**

- Of which at least 135 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/BMus, BCom/BSc, BCom/BGlobalSt and BCom/BHSc

To meet the requirements for the BA/BCom, BCom/BMus, BCom/BSc, BCom/BGlobalSt and BCom/BHSc 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 (6 courses):**

- ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 151 or 152, INFOSYS 110<sup>†</sup>

**At least 165 points (11 courses):**

- Of which at least 135 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.**

\*Subject to CUAP approval.

<sup>†</sup>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:**

**15 points (1 course): PROPERTY 102**

**At least 120 points (8 courses) from:**

- PROPERTY 211-281

**At least 90 points (6 courses) from:**

- PROPERTY 311-384
- 30 points from PROPERTY 311-384 or any other courses 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: 90 points (6 courses):**

- ACCTG 101, BUSINESS 101 and 102, ECON 151 or 152, INFOSYS 110, STATS 108

**At least 165 points (11 courses):**

- Of which at least 135 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 (11 courses):**
    - PROPERTY 102, 211, 221, 231, 241, 251, 261, 271, 281, ECON 151 or 152, COMLAW 101
  - At least 90 points (6 courses) from:**
    - PROPERTY 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.

### 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 BAdvSci(Hons)/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.**

\*Subject to CUAP approval.

### 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 BAdvSci(Hons)/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.**

### 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:**
  - **165 points (11 courses):**
    - PROPERTY 102, 211, 221, 231, 241, 251, 261, 271, 281, ECON 151 or 152, STATS 108
    - At least 90 points (6 courses) from: PROPERTY 311-384
  - **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)

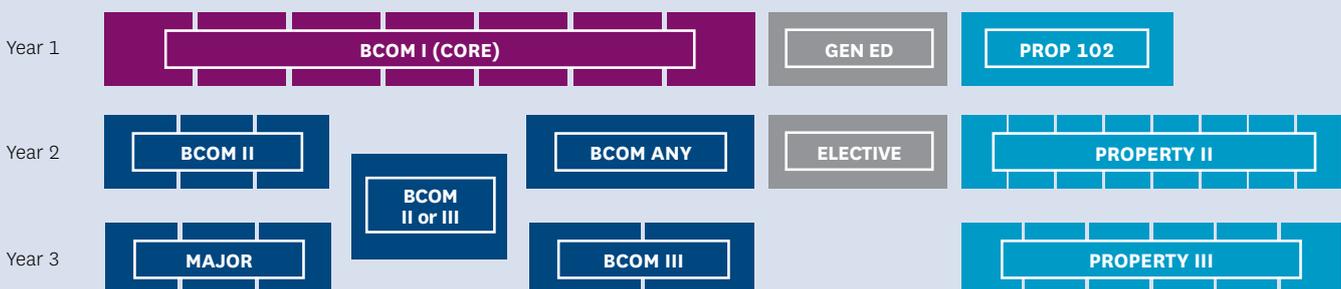
To meet the requirements for the BCom/LLB(Hons) conjoint degrees combination you will need to pass 735 points as follows:

- **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 (1 course) 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. You can get a copy from either the Student Centre or [www.business.auckland.ac.nz/prospectus](http://www.business.auckland.ac.nz/prospectus)
- Get regular programme planning advice from the student advisers in the Student Centre for each of your degrees. At least once a year, get sign-off to show your plan has been checked by a student adviser.
- 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.

### Sample BCom/BProp conjoint degree structure



# 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, see the Business School Student Centre Advisers, the Business School Postgraduate Prospectus or [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)

## Professional degrees

We also offer professional degree options:

MBA

Master of Commercialisation and Entrepreneurship

Master of Human Resource Management

Master of International Business

Master of Management

Master of Māori and Indigenous Business

Master of Marketing

Master of Professional Accounting

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

## 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.

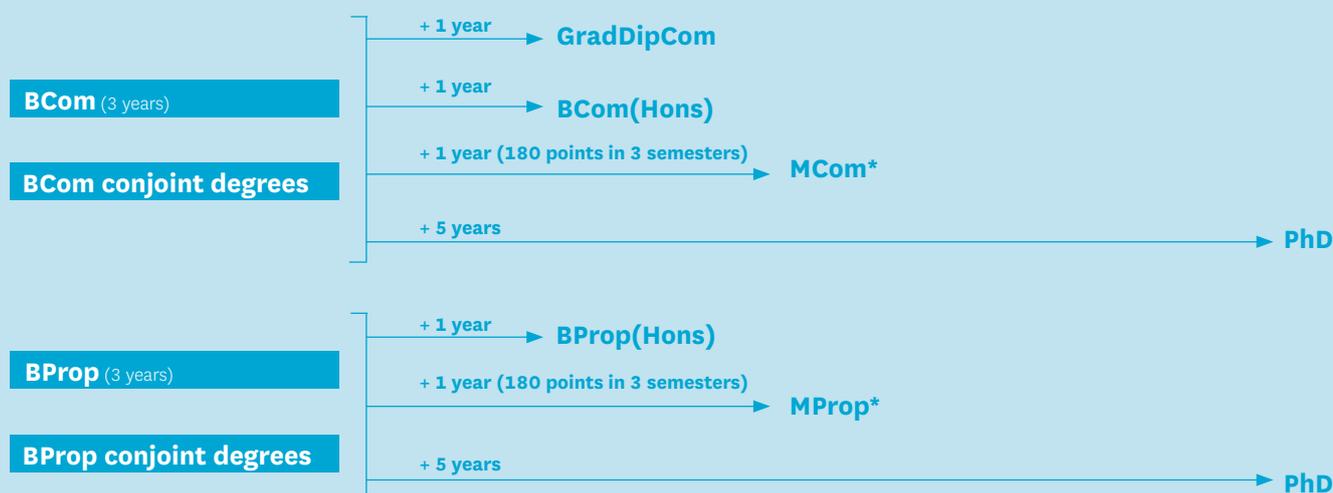
The regulations do not allow:

- 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 a Student Academic Adviser in the Business Student Centre 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.

## 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.

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)

Accounting major requirements		
Course	Title	Prerequisite
<b>15 points</b>		
ACCTG 102	Accounting Concepts	ACCTG 101
<b>30 points from</b>		
ACCTG 211	Financial Accounting	ACCTG 102
ACCTG 221	Cost and Management Accounting	ACCTG 102
ACCTG 222	Accounting Information Systems	INFOSYS 110 and ACCTG 102
<b>45 points from the following, including a maximum of 15 points from COMLAW 301, INFOSYS 321, 323</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	Any 30 points at Stage II in Accounting or Finance
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 382	Special Topic	
COMLAW 301	Taxation	COMLAW 201 or 203
INFOSYS 321	Enterprise Systems	15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 323	Management of Information Systems	15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG Restriction: INFOMGMT 391

## 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)

## Complementary subjects

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

# 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	Prerequisite
<b>15 points from</b>		
BUSAN 200	Business Analytics	STATS 108 and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110 Restriction: INFOMGMT 290
STATS 208	Data Analysis for Commerce	15 points from STATS 101-108, 191 Restriction: STATS 201, 207, BIOSCI 209
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>30 points</b>		
BUSAN 201	Data Management	15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110. Restriction: INFOMGMT 292
BUSAN 304	Business Analytics Capstone	15 points from BUSAN 200 or INFOMGMT 290 or STATS 208 or 255 and BUSAN 201 or INFOMGMT 292 Restriction: INFOMGMT 394
<b>15 points from</b>		
BUSAN 300	Data Wrangling	15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222
BUSAN 301	Data Visualisation	30 points at Stage II in BUSAN, INFOMGMT, INFOSYS
<b>15 points from</b>		
BUSAN 300	Data Wrangling	15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222. Restriction: INFOMGMT 390
BUSAN 301	Data Visualisation	30 points at Stage II in BUSAN, INFOMGMT, INFOSYS. Restriction: INFOMGMT 392
BUSAN 302	Data Mining and Decision Support	15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222. Restriction: INFOMGMT 393
BUSAN 303	Special Topic	(not offered in 2019)
BUSAN 304	Business Analytics Capstone	15 points from BUSAN 200 or INFOMGMT 290 or STATS 208 or 255 and BUSAN 201 or INFOMGMT 292. Restriction: INFOMGMT 394
OPSMGT 357	Project Management	30 points at Stage II
STATS 301	Statistical Programming and Modelling using SAS	15 points from STATS 201, 207, 208, BIOSCI 209
STATS 330	Statistical Modelling	15 points from STATS 201, 207, 208, BIOSCI 209

# 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	Prerequisite
<b>30 points</b>		
COMLAW 201	Commercial Contracts	COMLAW 101 or 191
COMLAW 203	Company Law	COMLAW 101 or 191
<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	COMLAW 101, MKTG 201; or COMLAW 201 or 203; or COMLAW 101 and at least 30 points at Stage II
COMLAW 311	Advanced Taxation	COMLAW 203 and 301, or LAW 429 and LLB Part II Restriction: LAW 409
COMLAW 314	Employment Law	COMLAW 201 or 203; or COMLAW 101 and MGMT 223; or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293
COMLAW 315	Finance and Property Law	COMLAW 201 or 203 or PROPERTY 271
COMLAW 318	Special Topic	
COMLAW 320	Intellectual Property and Innovation	COMLAW 101 and at least 30 points at Stage II
COMLAW 321	Special Topic	
LAWCOMM 422	Competition Law	LAW 241 or COMLAW 201 and 203 Restriction: LAW 419

## Complementary subjects

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

- International Business
- Finance
- Political Studies
- Commercial Law
- Philosophy
- Statistics
- Marketing
- Management

Economics major requirements (BCom only)		
Course	Title	Prerequisite
<b>45 points</b>		
ECON 152	Principles of Economics	ECON 151 or 16 credits in NCEA Level 3 Economics with a Merit average including standard 91399 (Demonstrate understanding of the efficiency of market equilibrium), or a scholarship pass in Economics, or B grade in CIE Economics or 4 out of 7 in Economics (HL) in IB 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, 150 or 153
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, 150 or 153
<b>Other Stage II Econ courses offered (NB: Not required for the ECON major)</b>		
ECON 202	Managerial Economics	15 points from ECON 101, 152, 191, or Department approval
ECON 212	Game Theory	15 points from ECON 101, 151, 152, 191, MATHS 108, 130, 150, 153, PHIL 101
ECON 221	Introduction to Econometrics	15 points from ECON 152, MATHS 108, 130, 150, 153, STATS 101, 102, 108, 125, 191
ECON 232	Development of the International Economy	ECON 111 and 101 or 191, or ECON 152
ECON 241	International Economics	ECON 111 and 101 or 191, or ECON 152
ECON 271	Special Topic	ECON 111 and 101 or 191, or ECON 152
<b>45 points from Stage III</b>		
ECON 301	Advanced Microeconomics	ECON 201 and 15 points from MATHS 108, 130, 150 or 153
ECON 302	Economics of Labour Markets	ECON 201
ECON 303	Law and Economics	ECON 201
ECON 304	Firms and Markets	ECON 201 and 15 points from MATHS 108, 130, 150 or 153
ECON 311	Advanced Macroeconomics	ECON 211 and 15 points from MATHS 108, 130, 150 or 153
ECON 321	Advanced Econometrics	15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from MATH 108, 130, 150, 153
ECON 341	International Trade	ECON 201
ECON 343	East Asian Growth and Trade	ECON 201 or 232 or 241
ECON 351	Financial Economics	ECON 201 and 15 points from MATHS 108, 130, 150 or 153
ECON 352	International Finance	ECON 201 and 211
ECON 361	Public Economics	ECON 201
ECON 372	Energy and Environmental Economics	ECON 201
ECON 374	Special Topic	

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
- Economics
- Econometrics
- Mathematics
- Statistics

Finance major requirements		
Course	Title	Prerequisite
<b>75 points</b>		
ACCTG 102	Accounting Concepts	ACCTG 101
MATHS 108	General Mathematics 1	MATHS 102 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 Restriction: MATHS 153, 208, 250, ENGGEN 150, ENGSCI 111. More than 15 points from MATHS 120 and 130. May not be taken with, or after, MATHS 110, 150
MATHS 208	General Mathematics 2	15 points from MATHS 108, 110, 150, 153, ENGGEN 150, ENGSCI 111, or MATHS 120 and 130 Restriction: MATHS 208 cannot be taken, concurrently with, or after MATHS 250, 253 or PHYSICS 211
FINANCE 251	Financial Management	ACCTG 102 or 192
FINANCE 261	Introduction to Investments	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, 150 or 153
<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	ECON 201 and 211
COMLAW 305	Financial Markets Law	COMLAW 203

# 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.

## Information Systems major requirements

Course	Title	Prerequisite
<b>30 points</b>		
INFOSYS 220	Business Systems Analysis	15 points from COMPSCI 101, 105, 107, 130, INFOMGMT 192, INFOSYS 110 Restriction: INFOMGMT 291
INFOSYS 222	Database Systems	15 points from COMPSCI 101, 105, 107, 130, INFOSYS 110
<b>45 points (or 75 points if INFOSYS 345 is selected) from</b>		
INFOSYS 320	Information Systems Design	INFOMGMT 291 or INFOSYS 220 and BUSAN 201 or INFOMGMT 292 or INFOSYS 222 and INFOSYS 280 and COMPSCI 235 or 280 or equivalent
INFOSYS 321	Enterprise Systems	15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 322	Data Communications and the Internet	15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110 Note: Restriction: INFOSYS 224
INFOSYS 323	Management of Information Systems	15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG Restriction: INFOMGMT 391
INFOSYS 330	Databases and Business Intelligence	BUSAN 201 or INFOMGMT 292 or INFOSYS 222 and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 280, or equivalent
INFOSYS 338	Contemporary Issues in Information Systems	INFOSYS 110 or equivalent and 30 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 339	LANs, WANs, and Wireless Infrastructure	INFOSYS 224 or 322
INFOSYS 341	Management of Information Security	15 points from INFOSYS 220, 222, 223, 224 or ACCTG 222 or INFOMGMT 291, 292
INFOSYS 344	Special Topic	
INFOSYS 345 A and B	Business Project	Either INFOSYS 220, 222 and 280 or COMPSCI 235 or 280 or equivalent, or either BUSAN 200 and 201 or INFOMGMT 290 and 292, or STATS 208 or 255, or OPSMGT 255 and 258, and a GPA of 4.0 or higher. Final enrolment subject to course supervisor approval. Restriction: INFOSYS 342
BUSAN 301	Data Visualisation	30 points at Stage II in BUSAN, INFOMGMT, INFOSYS Restriction: INFOMGMT 392
OPSMGT 357	Project Management	30 points at Stage II

## Complementary subjects

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

# 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

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

Innovation and Entrepreneurship major requirements			
For students commencing from 2018			
Course	Title	Prerequisite	Restriction
<b>30 points</b>			
INNOVENT 203	The Entrepreneurial Mindset	BUSINESS 102 or MGMT 101 or 90 points passed or 60 points Part I of the BE(Hons) Schedule	
INNOVENT 204	Understanding Entrepreneurial Opportunities	BUSINESS 101 and 102, or SCIGEN 201	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 306	Innovation and Entrepreneurship in Action	30 points from INNOVENT 201, 202, 203, 204	
INNOVENT 307	Ecosystems for Innovation and Entrepreneurship	15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204, MGMT 202, 211, SCIGEN 201	
BUSINESS 304	Strategic Management	At least 30 points at Stage II and at least 15 points at Stage II in Management, International Business or Innovation and Entrepreneurship.	MGMT 302
<b>For students enrolled between 2012-2017</b>			
<b>75 points comprising:</b>			
• 30 points: INNOVENT 203,204			
• 45 points from INNOVENT 306, INNOVENT 305, INNOVENT 307, BUSINESS 304			



# 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.

If your goal is to improve the performance of businesses competing in a rapidly changing global marketplace, the Master of International Business programme will enrich your appreciation of global business as well as expose you to ideas that help you face the challenges of globalisation more successfully. For further information please refer to [www.businessmasters.auckland.ac.nz](http://www.businessmasters.auckland.ac.nz)

## Career opportunities

All areas of management in internationally active organisations and institutions with whom they cooperate, 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
- Marketing
- Management
- Geography
- Languages

International Business major requirements			
Course	Title	Prerequisite	Restriction
<b>30 points</b>			
INTBUS 201	Foundations of International Business	BUSINESS 102 or MGMT 101, and ECON 111 or 151 or 152 or 191, or 15 points from ECON 111, 151, 152 and 30 points in International Relations and Business	INTBUS 210, 211
INTBUS 202	Foundations of Strategy	BUSINESS 102 or 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	INTBUS 301, 302
<b>15 points from</b>			
INTBUS 305	Governing International Business	BUSINESS 200 or INTBUS 201 or 210 or 211	INTBUS 304
INTBUS 306	Global and Regional Business	BUSINESS 200 or INTBUS 201 or 210 or 211	INTBUS 310, 311, 312, 313
INTBUS 307	International Management and Strategy	INTBUS 201 or 202 or 210 or 211	INTBUS 303
<b>15 points from</b>			
INTBUS 305	Governing International Business	BUSINESS 200 or INTBUS 201 or 210 or 211	INTBUS 304
INTBUS 306	Global and Regional Business	BUSINESS 200 or INTBUS 201 or 210 or 211	INTBUS 310, 311, 312, 313
INTBUS 307	International Management and Strategy	INTBUS 201 or 202 or 210 or 211	INTBUS 303
INTBUS 308	Special Topic	INTBUS 201 or 202 or 210 or 211	
BUSINESS 304	Strategic Management	At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship	MGMT 302
BUSINESS 328	Special Topic	30 points in Management or International Business or Innovation and Entrepreneurship	
<b>For students enrolled pre - 2012</b>			
<b>75 points comprising:</b>			
• 15 points: INTBUS 202			
• 15 points: INTBUS 201, 210, 211			
• 30 points: INTBUS 300 – 307			
• 15 points: INTBUS 301-307, 310-313, BUSINESS 304, 328			

# 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

- Management Accounting
- Operations and Supply Chain Management
- International Business
- Marketing
- Psychology
- Sociology

Management major requirements			
Course	Title	Prerequisite	Restriction
<b>30 points</b>			
MGMT 211	Understanding Organisations	BUSINESS 102 or MGMT 101 or 30 points in Anthropology or Sociology	
MGMT 223	Understanding Work and People	BUSINESS 102 or MGMT 101 or 30 points in Anthropology 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	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	MGMT 331
MGMT 314	Critical Issues in Organisations	BUSINESS 200 or MGMT 211	MGMT 311
COMLAW 314	Employment Law	COMLAW 201 or 203; or COMLAW 101 and MGMT 223; or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293	
<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	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	MGMT 331
MGMT 314	Critical Issues in Organisations	BUSINESS 200 or MGMT 211	MGMT 311
MGMT 320	Special Topic	BUSINESS 200 or MGMT 202 or 211	
BUSINESS 304	Strategic Management	At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship	MGMT 302
BUSINESS 328	Special Topic	30 points in Management or International Business or Innovation and Entrepreneurship	BUSINESS 309
PSYCH 322	Industrial, Work and Organisational Psychology	45 points at Stage II Psychology, or MGMT 211 and 15 points from STATS 101-125, 191	PSYCH 312, 314
<b>For students enrolled pre - 2012</b>			
<b>75 points comprising:</b>			
• 30 points INNOVENT 201, 202, INTBUS 202, MGMT 202, 211, 223, 231			
• 45 points BUSINESS 304, 328, COMLAW 314, INNOVENT 301-303, 304, INTBUS 303, MGMT 300-309, 314, 317, 319, 320, 321, 328-332, PSYCH 322			

# 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

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



Marketing major requirements		
Course	Title	Prerequisite
<b>60 points</b>		
MKTG 201	Marketing Management	ECON 101 or 151 or 152 or 191, and BUSINESS 102 or MGMT 101, and STATS 108 or 191
MKTG 202	Marketing Research	Prerequisite: MKTG 201 or MKTG 291 Restriction: MKTG 292
MKTG 301	Marketing Strategy	Prerequisite: MKTG 201 or 291 and MKTG 202 or 292 Restriction: MKTG 391
MKTG 303	Buyer Behaviour	Prerequisite: MKTG 201 or 291 Restriction: MKTG 293
<b>15 points from</b>		
MKTG 302	Advanced Marketing Research	MKTG 201 or 291, and MKTG 202 or 292
MKTG 305	Services Marketing and Management	MKTG 201 and 202 Restriction: MKTG 391
MKTG 306	Advertising and Promotion	Prerequisite: MKTG 201 or 291 and MKTG 202 or 292 Restriction: MKTG 392
MKTG 312	Special Topic	MKTG 201 and 202
MKTG 313	Special Topic: Customer Experience Management	MKTG 201 and 202
MKTG 314	Creating and Managing Customer Value	Prerequisite: MKTG 201 or 291 Restriction: INFOMGMT 293

# 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
- Marketing
- Management
- Engineering
- Information Systems



## Operations and Supply Chain Management major requirements

Course	Title	Prerequisite
<b>30 points</b>		
OPSMGT 255	Introduction to Operations and Supply Chain Management	INFOSYS 110 and STATS 101 or 108
OPSMGT 258	Business Process Design	INFOSYS 110 and STATS 101 or 108
<b>15 points</b>		
OPSMGT 370	Operations and Supply Chain Strategy	OPSMGT 255 or ENGGEN 303
<b>30 points from (or 60 points if INFOSYS 345 is selected)</b>		
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	STATS 108 or 101 or INFOMGMT 192 and 30 points at Stage II
OPSMGT 376	Strategic Procurement	OPSMGT 225 or ENGGEN 303 and 30 points at Stage II
INFOSYS 321	Enterprise Systems	15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 345 A and B	Business Project	Either INFOSYS 220, 222 and 280 or COMPSCI 235 or 280 or equivalent, or either BUSAN 200 and 201 or INFOMGMT 290 and 292, or STATS 208 or 255, or OPSMGT 255 and 258, and a GPA of 4.0 or higher. Final enrolment subject to course supervisor approval. Restriction: INFOSYS 342

# 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	Prerequisite
<b>30 points</b>		
COMLAW 201	Commercial Contracts	COMLAW 101 or 191
COMLAW 203	Company Law	COMLAW 101 or 191
<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 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 2016)		
Course	Title	Prerequisite
<b>Core: 105 points</b>		
BUSINESS 101	Business & Enterprise 1	
BUSINESS 102	Business & Enterprise 2	
ACCTG 101	Accounting Information	
COMLAW 101	Law in a Business Environment	
ECON 151 <b>or</b> ECON 152	Understanding the Global Economy Principles of Economics	
INFOSYS 110	Business Computing	
STATS 108	Statistics for Commerce	
<b>15 points</b>		
PROPERTY 102	Introduction to Property	
<b>120 points</b>		
PROPERTY 211	Property Valuation	PROPERTY 102 or ACCTG 101
PROPERTY 221	Property Marketing	PROPERTY 102 or BUSINESS 102
PROPERTY 231	Property Management	PROPERTY 102 or BUSINESS 102
PROPERTY 241	Land-use Planning and Controls	15 points from ECON 101, 151, 152, 191, or PROPERTY 102
PROPERTY 251	Property Finance and Investment	PROPERTY 102 or ACCTG 101
PROPERTY 261	Property Economics	15 points from ECON 101, 151, 152, 191, PROPERTY 102
PROPERTY 271	Property Law	PROPERTY 102, COMLAW 101
PROPERTY 281	Building Construction	PROPERTY 102 or BUSINESS 102
<b>90 points from</b>		
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
PROPERTY 372	Applied Valuation Project	90 points from PROPERTY 211-281 Restriction: PROPERTY 371
PROPERTY 380	Property Issues and Trends	90 points from PROPERTY 211-281 Restriction: PROPERTY 372
PROPERTY 382	Māori Land Issues	90 points from PROPERTY 211-281
PROPERTY 384	Special Topic	90 points from PROPERTY 211-281
<b>30 points General Education*</b>		
General Education	Courses approved for this degree	

\* Only one General Education course is required if student is taking a compulsory AELR course (refer page 4). For information about the specific requirements for the BProp conjoint degree see page 7.

# Course schedule

Find out which courses are available in each semester in 2019.

## KEY

SS Summer School

S1 Semester One

S2 Semester Two

N/A Not available in 2019

## 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 101 SS, S1, S2

#### Accounting Information

Business decisions require accounting information. Covers the role of accounting information and systems to support decision-making, control and monitoring in organisations. Examines general purpose financial statements and the analysis and interpretation of accounting information. Assesses investment opportunities using capital budgeting techniques and compares and evaluates alternative funding sources.

### 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.

**Prerequisite:** ACCTG 101

### 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** INFOSYS 110, and ACCTG 102

### 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** Any 30 points at Stage II in Accounting or Finance

### 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.

**Prerequisite:** 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.

**Prerequisite:** FINANCE 251 or 261, and ACCTG 211 or 292

### ACCTG 381 N/A

#### Special Topic

### ACCTG 382 N/A

#### Special Topic



## Business

### BUSINESS 101 S1, S2

#### Business and Enterprise 1

Businesses compete for ideas, customers, employees and capital. Entrepreneurs and managers make choices about how to create and capture value through innovation, differentiation of products and services, and how they utilise resources and organise activities. Explores frameworks for understanding how these choices are shaped by markets, technologies, government and society. Develops entrepreneurial thinking, management skills and professional capabilities needed in business.

**Restriction:** MGMT 101, BUSINESS 191

### BUSINESS 102 S1, S2

#### Business and Enterprise 2

Builds on BUSINESS 101 and further explores the frameworks for understanding choices by entrepreneurs and managers. It continues to develop individual entrepreneurial thinking, management skills and professional capabilities needed for business success. Positions students to undertake disciplinary specialisations, informed by an understanding of the context and cross-functional nature of business.

**Prerequisite:** BUSINESS 101

**Restriction:** MGMT 101, BUSINESS 192

### BUSINESS 151/151G SS, 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, 291, MGMT 291

### BUSINESS 200 N/A

#### Understanding Business Context

Equips students with an appreciation of the forces and actors at work beyond the market. In order to compete in the marketplace, firms need to understand their non-market context – culture, law, regulations, politics and the physical environment – which all affect business opportunities and strategies. In turn, businesses can influence their environment, both through deliberate non-market strategies and as a result of their core operations.

**Prerequisite:** BUSINESS 102 or MGMT 101

**Restriction:** MGMT 231, INTBUS 210

### BUSINESS 201 N/A

#### Special Topic

### BUSINESS 291 N/A

#### Communication Processes

Employers are demanding business school graduates with strong communication skills. Covers the theory and process of communication in today's knowledge and information intensive organisations. Develops oral and written communication skills, including professional presentations. Focuses on the role of interpersonal and team-based communication in building more effective business relationships.

**Prerequisite:** BUSINESS 101 and 102, or BUSINESS 191 and 192, or MGMT 191 and 192, or MGMT 101

**Restriction:** MGMT 291

### BUSINESS 301 N/A

#### Special Topic

### BUSINESS 302 N/A

#### Special Topic

### BUSINESS 303 N/A

#### Special Topic

### BUSINESS 304 SS, S1, S2

#### Strategic Management

Examines the processes of formulating and implementing strategies, and the critical thinking behind the multi-faceted 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 multi-national corporations.

**Prerequisite:** At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship.

**Restriction:** MGMT 302

### BUSINESS 307 N/A

#### Project Management and Report Writing

Develops knowledge and skills in project management and report writing which will underpin BUSINESS 308 Internship and Report.

**Prerequisite:** BUSINESS 309, INNOVENT 201, 303

### BUSINESS 308 N/A

#### Internship and Report

Develops practical knowledge and hands-on experience through a supervised internship and project in an innovative, entrepreneurial organisation.

**Prerequisite:** BUSINESS 309, INNOVENT 201, 303

### BUSINESS 328 N/A

#### Special Topic

**Prerequisite:** 30 points in Management or International Business or Innovation and Entrepreneurship.

**Restriction:** BUSINESS 309

## 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.

### BUSAN 200 S2

#### 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.

**Prerequisite:** STATS 108 and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 290

### BUSAN 201 S1

#### 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.

**Prerequisite:** 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 292

### BUSAN 300 S2

#### 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.

**Prerequisite:** 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222

**Restriction:** INFOMGMT 390

### BUSAN 301 S1

#### Data Visualisation

Graphs, maps, charts, animations and tag clouds assist us to better understand data. Accountants, economists, management and marketing specialists all seek sophisticated visual representations to better communicate with their clients. This course takes a multi-media approach to acquiring and analysing data then transforming it into a usable form, using open-source coding and development tools.

**Prerequisite:** 30 points at Stage II in Business Analytics, Information Management, Information Systems

**Restriction:** INFOMGMT 392

### BUSAN 302 S1

#### Data Mining and Decision Support

Business modelling to solve challenging problems faced by identified stakeholders. Students will explore these challenges by decomposing unstructured complex problems, evaluating and prioritising alternatives, allocating scarce resources, and justifying and defending solutions provided.

**Prerequisite:** 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222

**Restriction:** INFOMGMT 393

### BUSAN 303 N/A

#### Special Topic

### BUSAN 304 S2

#### Business Analytics Capstone

Based on a real-life project and focuses on creating a competitive advantage through improving the overall decision-making process of the company hosting the project: from data through to decisions. By exploring the challenges surrounding decision-making students will utilise the skills gained in previous courses enabling the deployment of business analytics tools to find practical solutions to benefit the host company.

**Prerequisite:** 15 points from BUSAN 200, INFOMGMT 290, STATS 208, 255, and BUSAN 201 or INFOMGMT 292

**Restriction:** INFOMGMT 394

## Commercial Law

### COMLAW 101 SS, 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:** 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.

**Prerequisite:** COMLAW 101 or 191

### 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.

**Prerequisite:** COMLAW 101 or 191

### 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.

**Prerequisite:** COMLAW 201 or 203



## 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

## 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.

**Prerequisite:** COMLAW 203

## 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.

**Prerequisite:** COMLAW 203

## 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.

**Prerequisite:** COMLAW 101, MKTG 201; or COMLAW 201 or 203; or COMLAW 101 and at least 30 points at Stage II

## 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.

**Prerequisite:** COMLAW 203 and 301, or LAW 429 and LLB Part II

**Restriction:** LAW 409

## 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.

**Prerequisite:** COMLAW 201 or 203; or COMLAW 101 and MGMT 223; or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293

**Restriction:** COMLAW 204

## COMLAW 315 S1

### 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

## COMLAW 318 S1

### Special Topic

## COMLAW 320 S2

### Intellectual Property and Innovation

Managers and entrepreneurs need to understand the legal rules governing the protection and commercialisation of innovative ideas and information and their application in business. Topics covered include the role of copyright in a technological society, the importance of secrecy in protecting valuable ideas by way of patents and the common law and the interaction of contract with elements of intellectual property.

**Prerequisite:** COMLAW 101 and at least 30 points at Stage II

## COMLAW 321 N/A

### Special Topic

## 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.

**Prerequisite:** LAW 201, 211, 231, 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.

**Prerequisite:** ECON 151 or 16 credits in NCEA Level 3 Economics with a Merit average including standard 91399 (Demonstrate understanding of the efficiency of market equilibrium), or a scholarship pass in Economics, or B grade in CIE Economics or 4 out of 7 in Economics (HL) in IB

**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.

**Prerequisite:** 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, 150 or 153

### ECON 202 N/A

#### Managerial Economics

Applies economic principles to achieve better management and strategic decisions in real-world business situations. Covers costs and investment, transaction costs and vertical integration, behavioural economics, incentives and agency problems, bargaining and non-linear pricing, product bundling and product differentiation, entry deterrence and regulation of business. Uses theory, case studies and worked problems to develop and reinforce understanding.

**Prerequisite:** 15 points from ECON 101, 152, 191, or Department approval

### 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.

**Prerequisite:** 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, 150 or 153

### 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.

**Prerequisite:** 15 points from ECON 101, 151, 152, 191, MATHS 108, 130, 150, 153, PHIL 101

### ECON 221 S1, S2

#### Introduction to Econometrics

An introduction to model building and empirical research methods in economics. Emphasises the use and interpretation of single equation regression techniques in formulating and testing microeconomic and macroeconomic hypotheses. Cross-section and time series modelling, as well as qualitative choice models will be covered. There will be examples of the uses of econometrics in a variety of areas through statistical analysis, problem solving and econometric estimation using a statistical computer package.

**Prerequisite:** 15 points from ECON 152, MATHS 108, 130, 150, 153, STATS 101, 102, 108, 125, 191

### ECON 232 S2

#### Development of the International Economy

The development of the international economy and changing economic relationships that have taken place since the late 19th century. The causes and consequences of growing interdependency among nations are examined. Changing patterns of trade and migration of capital and labour are analysed, as are cyclical and secular trends in output, employment and investment. The focus is on the development of institutions as well as the economic and social conditions that induce and validate change.

**Prerequisite:** ECON 111 and 101 or 191, or ECON 152

### ECON 241 S1

#### International Economics

An introduction to issues in international trade and finance. Important issues for the international economy and the development of conceptual frameworks for understanding and analysing these issues will be discussed. Topics include: theories of international trade, exchange rate regimes, international capital flows and speculation, multilateral and regional trade agreements, issues in trade policy and the political economy of trade policy.

**Prerequisite:** ECON 111 and 101 or 191, or ECON 152

### ECON 271 S2

#### Special Topic

**Prerequisite:** ECON 111 and 101 or 191, or ECON 152

### ECON 301 S2

#### 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.

**Prerequisite:** ECON 201 and 15 points from MATHS 108, 130, 150, 153

### ECON 302 S2

#### Economics of Labour Markets

The application of economics to issues that confront policy makers all over the world. Covers the workings of labour markets and teaches how to use economic frameworks to judge the appropriateness of education, training, employment, taxation, immigration and other labour market policies.

**Prerequisite:** 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.

**Prerequisite:** ECON 201

## 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.

**Prerequisite:** ECON 201 and 15 points from MATHS 108, 130, 150, 153

## ECON 311 S1

### 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.

**Prerequisite:** ECON 211 and 15 points from MATHS 108, 130, 150, 153

## ECON 321 S2

### 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.

**Prerequisite:** 15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from MATHS 108, 130, 150, 153

## 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.

**Prerequisite:** ECON 201

## ECON 343 S2

### East Asian Growth and Trade

A study of the economic factors underlying the dynamic trade and growth performance of the major economies of contemporary East Asia and of the impact of their development on New Zealand's international trading environment. Study of individual East Asian economies is strongly emphasised.

**Prerequisite:** ECON 201 or 232 or 241

## ECON 351 S1

### Financial Economics

A study of the modern literature on corporate finance, investments and derivative securities. An analysis of consumption and investment decisions in the presence of time and risk, asset pricing models and market efficiency. The term structure of interest rates and various issues in debt and equity financing. The use of derivative securities, eg, forwards and/or options to manage exchange rate risk.

**Prerequisite:** ECON 201 and 15 points from MATHS 108, 130, 150, 153

## 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.

**Prerequisite:** ECON 201 and 211

## 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.

**Prerequisite:** 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.

**Prerequisite:** ECON 201

## ECON 374 N/A

### Special Topic

## ECON 381 N/A

### Foundations of Economic Analysis

A grounding in the quantitative methods of economic analysis with application to commonly used formal models in microeconomics, macroeconomics and econometrics. The emphasis will be on the unifying structure of the theory with a systematic treatment of the mathematical techniques involved. Preparation for continuing study in economic theory and econometrics.

**Prerequisite:** 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.

**Prerequisite:** ACCTG 102 or 192

### 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.

**Prerequisite:** 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, 150 or 153

### 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** FINANCE 251 or ECON 201 and 211

### FINANCE 384 N/A

#### Special Topic

## Information Systems

### INFOSYS 110 SS, S1, S2

#### Business Systems

Explores how information systems and operations management help organisations to innovate, optimise and deliver value. Examines how the interaction of business, systems, and technologies bring about organisational transformation.

Develops the ability to conduct a business analysis of an organisation's vision, industry, strategy, value chain, processes, and systems.

### 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.

**Prerequisite:** 15 points from COMPSCI 101, 105, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOMGMT 291

### INFOSYS 222 SS, 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.

**Prerequisite:** 15 points from COMPSCI 101, 105, 107, 130, INFOSYS 110

### INFOSYS 280 S1, S2

#### Business Systems Construction

The rapid growth of the internet and mobile technologies has had an enormous impact on the ways that companies conduct their business. Covers the construction process and programming requirements of internet and mobile based applications. Builds applied skills in the development of web and mobile based solutions to practical business problems.

**Prerequisite:** INFOSYS 110 or 120 or COMPSCI 101, 107 or 130

### INFOSYS 320 S2

#### Information Systems Design

Information systems that are specifically designed for an organisation provide a considerable competitive advantage. This course addresses design at several levels: user experience, architecture and object-oriented software design. Students learn to manage the design process in a team environment, drawing on previous courses to take a system from analysis through design to a prototype implementation using the latest modelling and development environments.

**Prerequisite:** INFOMGMT 291 or INFOSYS 220 and BUSAN 201 or INFOMGMT 292 or INFOSYS 222 and INFOSYS 280 and COMPSCI 235 or 280 or equivalent

### 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.

**Prerequisite:** 15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG

## INFOSYS 322 S1, S2

### Data Communications and the Internet

Examines topics related to the internet and communication networks, with an overall focus on the internet layered model, services and capabilities that IT infrastructure solutions enable in an organisational context to revolutionise business. Provides a pathway to complete the industry recognised Cisco Certified Network Associate (CCNA) certificate by including the 'Network Fundamentals' module of the Cisco Networking Academy Programme.

**Prerequisite:** 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110

**Restriction:** INFOSYS 224

## INFOSYS 323 S1

### Management of Information Systems

Business operations depend on the effective and efficient operation of information and telecommunication systems. A disciplined management approach to routine business system operations is a key success factor for IT managers. This course is concerned with the management issues surrounding information and telecommunications systems, presents fundamental knowledge essential to managing this environment and considers strategic issues related to technology use.

**Prerequisite:** 15 points at Stage II in ACCTG, BUSAN, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG

**Restriction:** INFOMGMT 391

## INFOSYS 330 S1

### Databases and Business Intelligence

Identification and analysis of opportunities to improve business processes using innovative methods based in data analytics. Comprises three main components: data cleansing and management data retrieval, and data analytics. Case-studies will provide a practical perspective.

**Prerequisite:** BUSAN 201 or INFOMGMT 292 or INFOSYS 222 and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 280, or equivalent

## INFOSYS 338 S2

### Contemporary Issues in Information Systems

Examines emerging information technologies and explores their theoretical and practical implications. Topics covered are dynamic and may include human-computer interaction, user behaviour in digital media, online communities, the sharing economy and the Internet of Things.

**Prerequisite:** INFOSYS 110 or equivalent and 30 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG

## INFOSYS 339 S1

### LANS, WANS, and Wireless Infrastructure

Studies the design, implementation and management of reliable and scalable networks. Topics covered: Local Area Network (LAN), switching and Virtual LANs, Internet routing protocols, wireless switching, congestion control and quality of service (QoS). Introduces students to network performance analysis using network simulation software. Provides a pathway to complete the industry recognised Cisco Certified Network Associate (CCNA) certificate by including CCNA's 'Routing Protocols and Concepts' and 'LAN Switching and Wireless'.

**Prerequisite:** INFOSYS 224 or 322

## INFOSYS 341 S1

### Management of Information Security

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.

**Prerequisite:** 15 points from INFOSYS 220, 222, 223, 224 or ACCTG 222 or INFOMGMT 291, 292

## INFOSYS 344 S2

### Special Topic

## INFOSYS 345A S1

## INFOSYS 345B S2

### Business Project

Industry sponsored real-world project. Through on-site work, a group of students will provide a solution to business needs of the sponsoring organisation. The projects will be offered from the domains of information systems or operations management. In the process of completing the projects, students will gain practical skills in group dynamics, public presentation skills, project management and business behaviour.

**Prerequisite:** Either INFOSYS 220, 222 and 280 or COMPSCI 235 or 280 or equivalent, or either BUSAN 200 and 201 or INFOMGMT 290 and 292, or STATS 208 or 255, or OPSMGT 255 and 258, and a GPA of 4.0 or higher. Final enrolment subject to course supervisor approval.

**Restriction:** INFOSYS 342

To complete this course, students must enrol in INFOSYS 345 A (15 points) and B (30 points).

## Innovation

## INNOVATE 100G 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.

**Prerequisite:** BUSINESS 102 or 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.

**Prerequisite:** BUSINESS 101 and 102 or SCIGEN 201

**Restriction:** INNOVENT 202

## INNOVENT 305 SS, S1, S2

### Special Topic

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

## INNOVENT 306

S1, S2

### Special Topic

A project-based experience that integrates theory and practice in a variety of real world contexts that may include: start-ups, social and indigenous enterprise, new product development, corporate venturing, technology innovation. Combines and extends prior knowledge and skills for creating and capturing value in new and established ventures. Explores how organisational and sectoral factors influence ventures. Introduces skills for leading and managing projects in ambiguous situations.

**Prerequisite:** 30 points from INNOVENT 201, 202, 203, 204

## INNOVENT 307

S1, 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.

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

## 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 multi-national corporations on the contemporary global economy.

**Restriction:** BUSINESS 101, 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.

**Prerequisite:** BUSINESS 102 or MGMT 101, and ECON 111 or 151 or 152 or 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.

**Prerequisite:** BUSINESS 102 or 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.

**Prerequisite:** INTBUS 201, 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.

**Prerequisite:** BUSINESS 200 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.

**Prerequisite:** BUSINESS 200 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.

**Prerequisite:** INTBUS 201 or 202 or 210 or 211

**Restriction:** INTBUS 303

## INTBUS 308

S1, S2

### Special Topic

**Prerequisite:** INTBUS 201 or 202 or 210 or 211

## Management

### MGMT 101 N/A

#### Organisation and Management

Organisations and their management play a fundamental role in contemporary society. Topics include the functions of management, employment relations, business and society, organisational theory and behaviour and entrepreneurship. Develops essential skills for academic study, carrying out research and utilising University research tools, developing analytical thinking and academic essay writing.

**Restriction:** MGMT 192, BUSINESS 101, 102, 192

### MGMT 211 SS, 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.

**Prerequisite:** BUSINESS 102 or MGMT 101 or 30 points in Anthropology or Sociology

### MGMT 223 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.

**Prerequisite:** BUSINESS 102 or MGMT 101 or 30 points in Anthropology 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.

**Prerequisite:** BUSINESS 200 or MGMT 202 or MGMT 211 or ENGGEN 302 or ENGGEN 303 or SCIGEN 201

**Restriction:** MGMT 301

## 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.

**Prerequisite:** 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'

**Prerequisite:** 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.

**Prerequisite:** BUSINESS 200 or MGMT 211

**Restriction:** MGMT 311

## MGMT 320

SS, S1, S2

### Special Topic

**Prerequisite:** BUSINESS 200 or MGMT 202 or 211

## PSYCH 322

S1

### Industrial, Work and Organisational Psychology

An introduction to core areas of industrial, work and organisational Psychology. This field of Psychology is concerned with improving the performance and well-being of people at work at individual, group and organisational levels, recognising the interdependencies among these levels and between people and their environments. Emphasis is given to the interplay between science and practice.

**Prerequisite:** 45 points at Stage II Psychology, or MGMT 211 and 15 points from STATS 101-125, 191

## 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 201

S1, S2

#### Marketing Management

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

**Prerequisite:** ECON 101 or 151 or 152 or 191, and BUSINESS 102 or MGMT 101, and STATS 108 or 191

**Restriction:** MKTG 291

### 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.

**Prerequisite:** MKTG 201 or MKTG 291

**Restriction:** MKTG 292

### MKTG 301

S1, S2

#### Marketing Strategy

An integrated capstone experience through the use of a business simulation. Develops knowledge in how to develop, implement and control marketing strategies. Nurtures a strong appreciation for how marketing connects and relates to other business disciplines.

**Prerequisite:** MKTG 201 or 291 and MKTG 202 or 292

**Restriction:** MKTG 391

## 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.

**Prerequisite:** MKTG 201 or 291, and MKTG 202 or 292

### MKTG 303

S1, S2

#### Buyer 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.

**Prerequisite:** MKTG 201 or 291

**Restriction:** MKTG 293

### MKTG 305

S1

#### 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 201 and 202

**Restriction:** MKTG 391

### MKTG 306

S1, S2

#### Advertising and Promotion

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.

**Prerequisite:** MKTG 201 or 291 and MKTG 202 or 292

**Restriction:** MKTG 392

### MKTG 312

N/A

#### Special Topic

**Prerequisite:** MKTG 201 and 202

## MKTG 313

N/A

### Special Topic:

#### Customer Experience Management

The marketplace has been transformed into a set of networked and negotiated relationships. Discusses contemporary practices of how these relationships with various stakeholders can be developed and managed in the areas of branding, service experience and sales management. Company collaborations will allow students to develop analytical, negotiation, communication, sales and decision-making capabilities.

**Prerequisite:** MKTG 201 and 202

## MKTG 314

N/A

#### Creating and Managing Customer Value

Value creation is a fundamental part of modern marketing and firms increasingly utilise technology for this purpose. Explores cutting edge theory and the practice of customer-centricity, customer relationship management (CRM), customer information management and sales and field force automation, as well as new models of organisational relationship and customer experience management (CEM).

**Prerequisite:** MKTG 201 or 291

**Restricted:** INFOMGMT 293

## 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. Prerequisite: MATHS 102 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

**Restriction:** MATHS 153, 208, 250, ENGGEN 150, ENGSCI 111. More than 15 points from MATHS 120 and 130. May not be taken with, or after, MATHS 110, 150

## 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. Prerequisite: B- in MATHS 108 or 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 or equivalent

**Restriction:** ENGGEN 150, ENGSCI 111, MATHS 150, 153

## MATHS 153

S1

#### Accelerated Mathematics

A course containing material from MATHS 120, 130 and ENGSCI 111 for high achieving students to be taken while they are enrolled in Year 13 at school. Enrolment requires permission from Department.

**Restriction:** MATHS 108, 110, 120, 130, 150, ENGGEN 150, ENGSCI 111

## 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.

**Prerequisite:** 15 points from MATHS 108, 110, 150, 153, ENGGEN 150, ENGSCI 111, or MATHS 120 and 130

**Restriction:** MATHS 208 cannot be taken, concurrently with, or after MATHS 250, 253 or PHYSICS 211

## 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.

**Prerequisite:** MATHS 120 and 130, or 15 points from ENGGEN 150, ENGSCI 111, MATHS 150, 153, or a B+ in MATHS 208

## 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.

**Prerequisite:** INFOSYS 110 and STATS 108 or 101

## 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.

**Prerequisite:** INFOSYS 110 and STATS 108 or 101

## 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** OPSMGT 255 or STATS 255 or ENGSCI 255

## OPSMGT 372

N/A

### Quality Management

The principles for delivering quality products and services that have value for both external and internal customers, while reducing waste throughout the system.

**Prerequisite:** 15 points from INFOMGMT 192, STATS 101, 108 and 30 points at Stage II

## 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.

**Prerequisite:** OPSMGT 255 or ENGGEN 303 and 30 points at Stage II

## OPSMGT 384

N/A

### Special Topic

## OPSMGT 385

N/A

### Special Topic

## Property

## PROPERTY 102

S2

### 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 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.

**Prerequisite:** PROPERTY 102 or ACCTG 101

**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.

**Prerequisite:** PROPERTY 102 or BUSINESS 102

## PROPERTY 231

S1

### 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.

**Prerequisite:** PROPERTY 102 or BUSINESS 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.

**Prerequisite:** 15 points from 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.

**Prerequisite:** PROPERTY 102 or ACCTG 101

## 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.

**Prerequisite:** 15 points from 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.

**Prerequisite:** PROPERTY 102, COMLAW 101

## PROPERTY 281

S2

### 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.

**Prerequisite:** PROPERTY 102 or BUSINESS 102

**Restriction:** PROPERTY 141

## PROPERTY 311

S2

### 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.

**Prerequisite:** 90 points from PROPERTY 211-281

## PROPERTY 312

N/A

### Plant and Machinery Valuation

Principles and practice of plant and machinery valuation, with case studies of insurance, market, existing use and infrastructural asset valuations.

**Prerequisite:** 90 points from PROPERTY 211-281

## PROPERTY 321

N/A

### Advanced Property Marketing

An understanding of how to market complex properties and real estate services is essential in creating a competitive advantage for property professionals. Covers review of current related academic literature, preparation of marketing strategies, marketing plans and market analysis relevant to the property market. Develops skills in analysing academic literature and advanced skills for independent and creative thinking, strategic problem solving, effective teamwork and business report writing.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** 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.

**Prerequisite:** 90 points from PROPERTY 211-281

## PROPERTY 370

S2

### 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.

**Prerequisite:** 90 points from PROPERTY 211-281

## PROPERTY 371

S1, S2

### Property Project

A research project, feasibility study or structured internship on an approved topic.

**Prerequisite:** 90 points from PROPERTY 211-281

**Restriction:** PROPERTY 372

## PROPERTY 372

N/A

### Applied Valuation Project

The completion of a range of practical valuation reports in conjunction with industry mentors.

**Prerequisite:** 90 points from PROPERTY 211-281

**Corequisite:** PROPERTY 311

**Restriction:** PROPERTY 371

## PROPERTY 380

S1

### Property Issues and Trends

Property development and investment practices have significant consequences for economic, social and environmental outcomes. Uses relevant literature to provide a critical analysis of contemporary dynamics and problems in international and national property markets.

**Prerequisite:** 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.

**Prerequisite:** 90 points from PROPERTY 211-281

## PROPERTY 384 N/A

### Special Topic

A seminar or individual course of study on a specialised aspect of property.

**Prerequisite:** 90 points from PROPERTY 211-281

## Statistics

### STATS 100

S1

#### 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 100 is not available to students who have 14 credits or more in Mathematics and Statistics at NCEA Level 3 or those who have passed Cambridge Mathematics A with an E or better, or Cambridge Mathematics AS with a D or better, or those who have passed International Baccalaureate Mathematics, or equivalent

### STATS 101/101G SS, S1, S2

#### Introduction to Statistics

Intended for anyone who will ever have to collect or make sense of data, either in their career or private life. Steps involved in conducting a statistical investigation are studied with the main emphasis being on data analysis and the background concepts necessary for successfully analysing data, extrapolating from patterns in data to more generally applicable conclusions and communicating results to others. Other topics include probability; confidence intervals, statistical significance, t-tests, and p-values; nonparametric methods; one-way analysis of variance, simple linear regression, correlation, tables of counts and the chi-square test.

**Restriction:** STATS 102, 107, 108, 191

### 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,

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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.

**Prerequisite:** 15 points from STATS 101-108, 191

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

## **STATS 255** **S1, S2**

### **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.

**Prerequisite:** 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

**Restriction:** ENGSCI 255

## **STATS 301** **SS, S2**

### **Statistical Programming and Modelling using SAS**

Introduction to the SAS statistical software with emphasis on using SAS as a programming language for purposes of database manipulation, simulation, statistical modelling and other computer-intensive methods.

**Prerequisite:** 15 points from STATS 201, 207, 208, BIOSCI 209

## **STATS 330** **S1, S2**

### **Statistical Modelling**

Application of the generalised linear model and extensions to fit data arising from a range of sources including multiple regression models, logistic regression models, and log-linear models. The graphical exploration of data.

**Prerequisite:** 15 points from STATS 201, 207, 208, BIOSCI 209



# 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 to their course codes (eg, HISTORY 103G). From 2013, 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 (EDUC)
  - Engineering, Medical and Health Science, Science (EMHSS)
  - Law, National Institute of Creative Arts and Industries (LN)

The Open Schedule is available to all undergraduate students, and the Faculty Schedules to students in particular faculties. The courses available to you depend on the degree or conjoint programme you are enrolled in and the subjects you are taking.

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/BE(Hons)	O, BE, EMHSS
BCom/BGlobalSt	O, ARTS, BE
BCom/BHSc	O, BE, EMHSS
BCom/BMus	O, BE, LN Not ANTHRO 106G
BCom/BProp	O, BE
BCom/BSc	O, BE, EMHSS
BCom/LLB	O, BE, LN
BCom/LLB(Hons)	O, BE, LN
BAdvSci(Hons)/BProp	O, BE, EMHSS
BE(Hons)/BProp	O, EMHSS, BE
BProp/BSc	O, BE, EMHSS
BProp/LLB	O, BE, LN
BProp/LLB(Hons)	O, BE, LN

## Advice

You can choose your General Education course(s) from EITHER the Open Schedule OR the Faculty Schedule(s) approved for your degree OR from both the Open Schedule and your Faculty Schedule(s).

Students cannot take a General Education course in a subject in which they have previously passed a course, are already enrolled or are intending to enrol. For example, a student who requires BUSINESS 101 and 102 for the core in the BCom or BProp cannot also enrol in BUSINESS 151G. (Note, there is an exception for LAW 121G and LAW 131 provided no other LAW courses are taken.) Students cannot take two General Education courses in the same subject.

You must enrol in the G version of a course for it to count as General Education i.e. the non-G version cannot be used to satisfy General Education requirements.

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

# Academic progress

To retain a place in the BCom or BProp degree a student must maintain a minimum standard of progress.

## Restrictions

A student who has twice enrolled in a course, but has failed to be credited with a pass, is not entitled to enrol again in that course other than in exceptional circumstances approved by the Senate or its representative (refer to the University of Auckland 2019 Calendar). Students are advised that this restriction will apply to enrolment in core courses in the BCom and BProp programmes in 2019. Where a student is unable to re-enrol in a core course due to this restriction being imposed, the student will automatically be discontinued from the BCom or BProp programme.

## Requirements for maintaining Good Academic Standing

A student is required to pass at least 50 percent of points they are enrolled in, in any one semester, including Summer School, to maintain Good Academic Standing.

## At Academic Risk academic standing

A student who fails to meet the requirements for Good Academic Standing will, in the next semester of study, have their academic standing amended to At Academic Risk.

A student with a status of At Academic Risk may be required to participate in academic support programmes.

## Academic Restriction academic standing

A student with a status of At Academic Risk who fails to meet the requirements for Good Academic Standing will, in the next semester of study, have their academic standing amended to Academic Restriction.

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 to Senate 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; and
- Reach the Dean of the Faculty concerned before the first day of the semester or Summer School.

## Enrolment Terminated

A student with a status of Academic Restriction who fails to meet the requirements for Good Academic Standing will, in the next semester of study, have their academic standing amended to Enrolment Terminated and will be excluded from all programmes at the University of Auckland.

Note: Students should refer to [www.calendar.auckland.ac.nz](http://www.calendar.auckland.ac.nz) for full details of the Academic Standing Regulations.

## Conceded passes

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 conceded passes are considered automatically.

Students awarded a conceded pass for a course will be advised by Student Administration. For more information refer to the University of Auckland 2019 Calendar.



# Dates to remember

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.

Closing dates for applications for admission in 2020	
Medical Imaging (Part II); Medicine (admission into Part II for domestic applicants); Optometry (Part II); Pharmacy (Part II)	1 October 2019
Graduate Diploma in Teaching (Early Childhood Education, Primary and Secondary)	1 November 2019
Education (Teaching); Law (Part II); Social Work; Sport, Health and Physical Education; Medicine (admission into Part II for International applicants); Special Admission; Summer School 2019	1 December 2019
Advanced Science (Honours); Architectural Studies; Arts; Commerce; Dance Studies; Design; Engineering; Fine Arts; Global Studies; Health Sciences; Law (Part I); Music; Nursing; Property; Science; Urban Planning	8 December 2019



## Experience campus for yourself at our annual Open Day!

Open Day is all about discovering the qualifications that are right for you. You'll learn what you need to get accepted into the University, what it's like to be a student on campus, and where your study could lead you.

While you're here, make the most of the opportunity to attend lectures, meet our staff and students, experience our social culture and explore the City Campus. The full programme will be available online and from your school in July. For more information you can visit [www.openday.ac.nz](http://www.openday.ac.nz)

We look forward to welcoming you to the University on 31 August 2019.

## Future Student Evenings

We run a series of evening events in all the main centres, where we share what the University of Auckland has to offer. There's plenty of opportunity for questions and discussion that will help students, parents or guardians make informed choices. [www.auckland.ac.nz/futurestudentevenings](http://www.auckland.ac.nz/futurestudentevenings)

## 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)

## Academic year 2020\*

Summer School – 2020	
Lectures begin	Monday 6 January
Auckland Anniversary Day	Monday 27 January
Waitangi Day holiday	Thursday 6 February
Lectures end	Friday 14 February
Study break/exams	Study break: Saturday 15 February – SEExams: Monday 17 – Wednesday 19 February
Summer School ends	Wednesday 19 February
Semester One – 2020	
Semester One begins	Monday 2 March
Mid-semester break	Friday 10 – Monday 27 April
ANZAC Day	Monday 27 April
Graduation	Monday 4, Wednesday 6, Friday 8 May
Queen's Birthday	Monday 1 June
Lectures end	Friday 5 June
Study break/exams	Study break: Monday 8 – Wednesday 10 June Exams: Thursday 11 – Monday 29 June
Semester One ends	Monday 29 June
Inter-semester break	Tuesday 30 June – Friday 17 July
Semester Two – 2020	
Semester Two begins	Monday 20 July
Mid-semester break	Monday 31 August – Friday 11 September
Graduation	Tuesday 22 September
Lectures end	Friday 23 October
Labour Day	Monday 26 October
Study break/exams	Study break: Tuesday 27 – Wednesday 28 October Exams: Thursday 29 October – Monday 16 November
Semester Two ends	Monday 16 November
Semester One – 2021	
Semester One begins	Monday 1 March

\*Start/finish dates vary for some programmes.

## Semester Two 2019 Orientation welcome

Faculty Orientation: Week beginning 15 July 2019  
(Semester Two 2019 begins 22 July)

## Semester One 2020 Orientation welcome

Faculty Orientation: Week beginning 24 February 2020  
(Semester One 2020 begins 2 March.)

# OPEN DAY 2019

## 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? It's a two-step process to apply and enrol for your chosen programme.

### First you need to apply

Go to [www.apply.auckland.ac.nz](http://www.apply.auckland.ac.nz) and complete the Application for Admission. If you haven't already, you'll be asked to sign up for a new account. It's easy, and you'll soon be underway in making your application.

Next you will receive an acknowledgement email asking you to provide supporting documents (and in some cases to complete other requirements\*) before your application can be assessed.

Remember, you can apply for more than one programme. We'll be assessing your application, and you can check your application status online at any time. Be patient though – an admission decision will be made within four weeks of us receiving the required documents, and some documents can take longer to process than others.

If your application is successful, we'll email you an offer – normally from mid-January\*\*.

Some late applications may be considered after the 2018 school results are received. It is advisable, however, to apply for all programmes that you might wish to study before the closing date (8 December 2018 for Business). Multiple applications are acceptable and all applications received by the closing date will be considered when 2018 academic results are released. Late applications submitted may be considered after the closing date if places are available.

### 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 the Business Student Centre
- Use a degree planning sheet at [www.business.auckland.ac.nz/prospectus](http://www.business.auckland.ac.nz/prospectus)
- Email [comenquiry@auckland.ac.nz](mailto:comenquiry@auckland.ac.nz)
- Come to Open Day 2019.

### 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)

*\*For some programmes, you may be required to submit supplementary information (eg, a portfolio of work, referee reports, an online form) or to attend an interview/audition.*

*\*\*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.*

Experience campus for yourself at our annual Open Day! Attend lectures, meet staff and students, and experience the culture on 31st August 2019.

The full programme will be available online and from your school in July. For more information visit [www.openday.ac.nz](http://www.openday.ac.nz)



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#### Instagram

@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.



### **Business Student Centre**

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

### **International Office**

The University of Auckland  
Alfred Nathan House  
Auckland 1142  
New Zealand  
Questions: [www.askauckland.ac.nz](http://www.askauckland.ac.nz)  
Email: [int-questions@auckland.ac.nz](mailto:int-questions@auckland.ac.nz)  
Web: [www.international.auckland.ac.nz](http://www.international.auckland.ac.nz)