

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

**BUSINESS  
SCHOOL**

UNDERGRADUATE PROSPECTUS

**2017**





# A warm welcome to the University of Auckland Business School

To prepare you for a successful and fulfilling career, the University of Auckland Business School offers a choice of undergraduate degree programmes.



We look forward to assisting you in choosing the degree or conjoint degree programme that will best launch your future career.

I am sure your experience at our Business School will be a rich one, intellectually and socially, and will prepare you for an outstanding global career.

A handwritten signature in blue ink that reads "Greg Whittred". The signature is written in a cursive style.

PROFESSOR GREG WHITTRED  
BCom(Hons) Qld, MEc Syd., PhD UNSW, FCA, FCPA  
Dean, Business School  
The University of Auckland

## Contents

### Welcome to the University of Auckland Business School

Welcome from the Dean	3
Why study with us?	4

### What can you study?

Undergraduate programmes	5
Further study options	5
What's it like studying at the Business School?	6
Planning your study	7
BCom - quick facts	7
BProp - quick facts	8
First-year core programme	9
General Education	9
Academic English language requirement	9
Conjoint degrees	10
Where can a degree from the Business School take you?	11
Majors and careers	12
Outside the classroom	16
Business School Case Competitions	17

### Entry requirements

NCEA, CIE and IB	18
Guaranteed entry scores table	19
Who else can apply?	19
Māori and Other Pacific admission scheme	20
Aspiration to Business admission scheme	20
Frequently asked questions	21
It's time to apply	22

# Why study with us?

The University of Auckland Business School is committed to delivering quality teaching and research in topics that are forward-focused and relevant to the commercial world today.

## Competitive admission

We have the highest entry standards for Business and Economics in New Zealand, which means you will be studying with some of the best.

## A choice of programmes

Our undergraduate, postgraduate and executive programmes are designed to meet your needs at different stages in your career.

## Flexibility – double majors

A double major, combining two specialist fields of study, will enhance your career prospects.

## Breadth – conjoint degrees

You can combine specialist fields across two faculties, eg. Business with Science or Business with Law.

## Modern facilities

Modern teaching technology and computing facilities will prepare you for the rapid rate of change in today's business world.

## Teaching and research

You benefit from interaction with academic staff with prestigious qualifications from around the world.

## Outstanding careers services

The Business School ASB Careers Centre was voted New Zealand's best university careers service in 2014 (NZ Association of Graduate Employers).

## Strong employment outcomes

More than eight out of ten graduates looking for work enter full-time employment within a year of graduating (The University of Auckland Business School Graduate Employment Destination Survey 2013).

## Student development

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

## International recognition

The three leading international accreditations held by the Business School are your assurance of the highest academic standards and offer global credibility and recognition.



### AACSB International

AACSB International is the largest global community of business schools and corporations dedicated to enhancing management education. It represents the highest standard of achievement for business schools worldwide.



### EQUIS

EQUIS is the leading international system of quality assessment, improvement and accreditation of higher education institutions in management and business administration.



### AMBA

AMBA is an international brand recognised as the quality mark for the MBA and its awarding institution.

### Beta Gamma Sigma

The highest achieving students in our Business School programmes are invited to join our chapter of Beta Gamma Sigma – a prestigious Honours Society.

This is an opportunity that we are able to offer you as an AACSB accredited business school.



# 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, which will prepare you for a variety of employment opportunities in business.</li> <li>A choice of 12 different business majors providing 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, which 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 diagram below) and can be completed in a reduced total time.</li> <li>An opportunity to combine specialisations from two different faculties and gain greater breadth of knowledge and skills.</li> <li>Admission based on a higher entry standard with students required to maintain a strong grade average to remain in the programme.</li> <li>A strong base for an exciting range of career options.</li> </ul> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p><b>BCom conjoint degrees</b></p> <p>BA/BCom (4.5 years) BCom/BHSc (4.5 years) BCom/BMus (4.5 years) BCom/BProp (4.5 years) BCom/BSc (4.5 years) BCom/BE(Hons) (5.5 years) BCom/LLB (5.5 years) BCom/LLB(Hons) (6 years)</p> </div> <div style="width: 45%;"> <p><b>BProp conjoint degrees</b></p> <p>BCom/BProp (4.5 years) BProp/BSc (4.5 years) BProp/LLB (5.5 years) BProp/LLB(Hons) (6 years) BE(Hons)/BProp (5.5-6 years)</p> </div> </div>

## Further study options

There is 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 or masters programme or in a graduate diploma

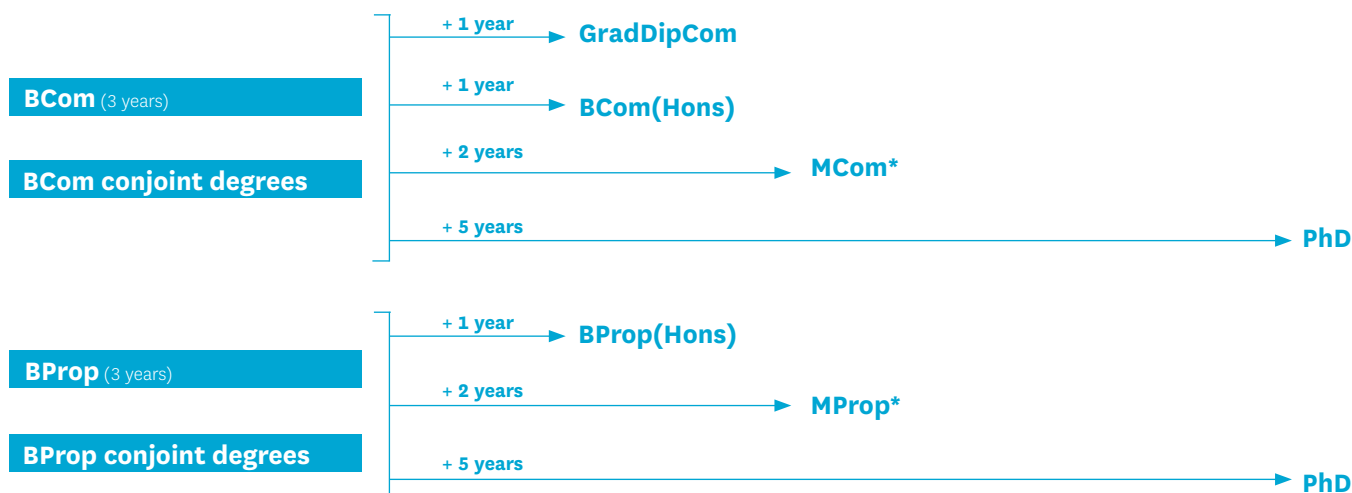
programme. The pathways are indicated in the diagram below.

Professional degree options include the Master of Management, Master of International Business, Master of Professional Accounting, Master of Marketing, Master of Taxation Studies,

MBA and Master of Commercialisation and Entrepreneurship.

For further information refer to the Business School website

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



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

# What's it like studying at the Business School?

Beginning your studies at university is both a challenging and exciting experience. The environment provides many different opportunities to learn.

## Lectures and tutorials

At first-year level you will attend lectures or listen to a web-cast and then participate in a range of other types of activities such as workshops, small group tutorials, supervised and unsupervised computer labs and online revision exercises and quizzes. In addition, you will be able to access further help and advice on either an individual or small group basis through clinics or tutor office hours.

## Exams and assessment

For most courses there are final examinations which are held at the end of each semester. However, an important component of most final grades is the internally assessed work that is completed during each semester. The types of assessment vary from case studies, essays, seminars and presentations, to group projects, lab exercises and class tests. You are also expected to spend time completing set readings as well as preparing case study and tutorial material for discussion in class.

## Practical experience

Our programmes provide many opportunities for you to develop sound written and oral business communication skills. These will aid you in developing your skills in teamwork and project management. In addition, reality-based cases and supervised project work provide you with valuable practical experiences that will assist you in developing a real-world understanding.

## What is a normal course load?

In the Business School the majority of courses are worth 15 points. A normal full-time course load comprises 120 points (8 courses of 15 points each) per year. The maximum load per semester is 80 points. A minimum of 100 points per year is required to satisfy the definition of a minimum full-time course load. Students may enrol in a maximum of 165 points (11 courses) per year including a maximum of 30 points (2 courses) at Summer School. We recommend that students study 60 points (4 courses) in their first semester at University.

## How do I plan my timetable?

The timetable details for all courses are available through the University's online enrolment system prior to the start of each academic year.

## What can I expect the workload to be like?

The average student should expect to put in at least 10 hours per week per course. If a course meets for four hours of lectures and tutorials then the typical student should expect to put in a further six intensive hours on average each week on readings, to study for tests, and to prepare assignments. A full-time first-year load requires a commitment of not less than 40 hours per week.

This workload will not usually be evenly spread through the semester as time demands are likely to be heaviest near the middle and end of the semester.

The University's Student Learning Services provides students with useful support and advice on how to "study smarter not harder".

## He Tuākana

The He Tuākana programme offers support for Māori and Pacific undergraduate and postgraduate students enrolled at the Business School. He Tuākana offers tutorials, mentoring, study skills support, networking, employment opportunities and a whānau community. The programme aims to help Māori and Pacific students succeed academically, socially and culturally with professional development opportunities.



To find out more about the University of Auckland experience check out our Facebook page for school students and our student blog "The Inside Word".

[www.facebook.com/FutureUniofAklStudents](https://www.facebook.com/FutureUniofAklStudents)  
[www.auckland.ac.nz/theinsideword](http://www.auckland.ac.nz/theinsideword)

# Planning your study

Our undergraduate programmes are flexible, allowing you to select the right programme to meet your interests and career aspirations.

## Bachelor of Commerce

### Quick facts – BCom

**Full-time:** 3 years

**Taught at:** City Campus

**Points per degree:** 360

The BCom is a flexible business degree that will prepare you for a range of careers. You will complete a set of core courses and select a set of advanced courses for one or two majors in specialist fields. As well as including two courses in General Education, you may choose to include up to two electives.



### BCom core

The first-year core programme includes seven core courses that are the building blocks for your degree. It includes an exciting two-course sequence in Business and Enterprise that incorporates topics in management, marketing and supply chain and operations management. These courses will introduce you to the types of choices facing entrepreneurs and managers and expose you to opportunities to develop a range of academic and professional skills.

The remaining core includes introductory courses in accounting, commercial law, business economics and quantitative methods, and these will round out your first-year programme providing a strong base for you to launch into your chosen major or majors.

Once you have completed your core courses you can complete the remainder of your degree in any order as long as you complete your prerequisites and your major and degree requirements.

### BCom majors

There are 12 majors to choose from in the BCom:

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

The majority of students use their first year to explore the different majors on offer and narrow down their choice. You have access to a wide range of advice services to help you in your decision-making.

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, increasing your career options.

### Sample BCom degree structure (for double major)

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

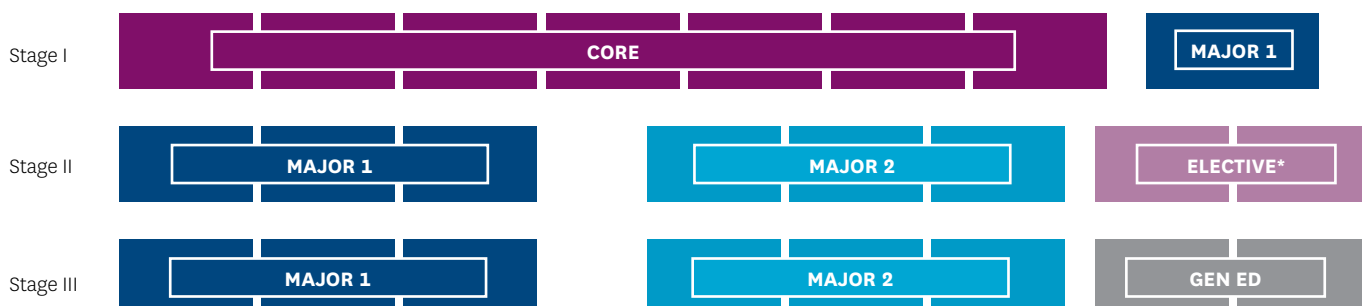
**Stage one:** 7x Core courses, 1x Major One course

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

**Stage 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)

*\* Courses selected from commerce or any other schedules.*



# Bachelor of Property

## Quick facts – BProp

**Full-time:** 3 years

**Taught at:** City Campus

**Points per degree:** 360

The BProp is a specialist degree designed to equip you with the knowledge and skills required to enter one of the many career paths in the property profession in New Zealand or globally. In the first year you will study a set of core courses in business and an introductory property course. The second and third years comprise more specialised property courses. Two courses in General Education round out the final year of the programme.

Through your studies in the BProp you will develop a range of academic and professional skills that will prepare you to work in the property industry. Courses in the programme will include property-related subjects such as marketing, management, valuation, finance and investment, development and building surveying. You will also have the opportunity to participate in a buddy programme through which you will receive mentoring from senior people in the property industry.

## Sample BProp degree structure

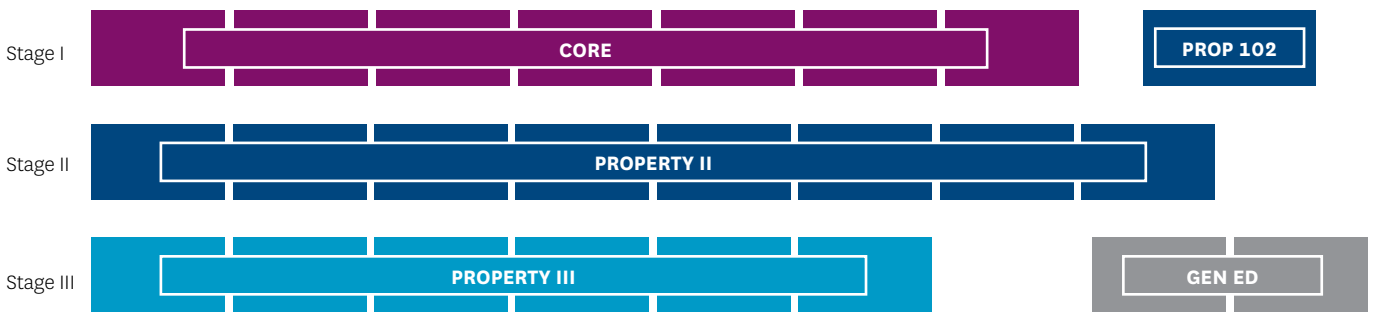
The following example shows the structure of the BProp:

**Stage one:** 7x Core courses, 1x Property course

**Stage two:** 8x Property courses

**Stage three:** 6x Property courses, 2x General Education courses

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



*The Bachelor of Property degree provided Phoebe Hewitson with the industry knowledge and networks to start her career in a global real estate services firm.*

*Working as a Graduate Valuer at JLL, Phoebe is involved in deriving the value of new and existing properties and completing valuation reports for clients. With increasing development happening in Auckland, she says it's an exciting time to be working in property.*

*"We can sit here and watch the next tower being constructed in the central city."*

*While studying, Phoebe was selected to travel to Los Angeles to compete in the 2015 University of Southern California Case Competition against teams from Asia and the US.*

*"It taught me how to work under pressure and present information to people who are relying on you to help them make decisions. Valuation is interesting and I really enjoy it."*

**Phoebe Hewitson**

BProp  
Graduate Valuer, JLL





## First-year core programme

Our first-year programme is designed to provide maximum flexibility. Students in both the BCom and BProp study a common core of seven Stage I courses and select an eighth course from the schedule for their chosen degree programme. BCom students should plan to study any additional Stage I course needed to keep options open for their preferred major(s). Refer to the additional planning advice below for specific details.

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

#### Semester One

BUSINESS 101 - Business and Enterprise 1

ACCTG 101 - Accounting Information

ECON 191 or 101 - Business Economics or Microeconomics

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 or STATS 108 - Business Systems or Statistics for Commerce

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

BCom: ACCTG 102, ECON 111, MATHS 108 (or MATHS 150 or 153) or General Education or Elective

BProp: PROPERTY 102

## Which Economics course should I choose?

ECON 191 Business Economics is a course for students not intending to major in Economics. To major in Economics you should choose ECON 101 Microeconomics and ECON 111 Macroeconomics.

If you are planning to major in Accounting, you should enrol in ECON 191 unless you have already been credited with a pass in ECON 101 in a previous semester.

If you are planning to complete the requirements to become a Chartered Accountant, the professional bodies are likely to require a pass in either ECON 191 or both ECON 101 Microeconomics and ECON 111 Macroeconomics.

## What additional courses are required for my majors?

The following majors require the additional Stage I courses listed below. If you need more than one extra course, we suggest you defer one course to your next semester of study. Our advisers can help you with your plan.

**Accounting:** ACCTG 102

**Economics:** ECON 101 and 111

**Finance:** ACCTG 102 and MATHS 108 (or 150 or 153)

## General Education

Courses in General Education are a distinctive feature of the University of Auckland's bachelors degrees. The General Education courses available to you will depend on the degree or conjoint combination in which you are enrolled. See [www.auckland.ac.nz/generaleducation](http://www.auckland.ac.nz/generaleducation)

## Academic English Language Requirement (AELR)

The University has an Academic English Language Requirement (AELR) for 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.

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.

### When should I enrol in the AELR course?

If required, we recommend you enrol in your chosen AELR course in your first semester alongside BUSINESS 101, and a maximum of two other core courses in your first semester of study.

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

## Conjoint degrees

Both the BCom and BProp can be taken as part of a conjoint degrees programme. Conjoint degrees enable combinations of specialisations across two degree programmes. You are able to complete the requirements for two degrees concurrently, reducing the total time required by the equivalent of two years' full-time study.

Conjoint degrees offer the opportunity to acquire a greater breadth of knowledge and skills, and provide a strong base for an exciting range of career options. See [www.conjoints.ac.nz](http://www.conjoints.ac.nz) and [www.calendar.auckland.ac.nz](http://www.calendar.auckland.ac.nz)

### The BCom can be combined with a degree in:

Arts, Engineering, Health Sciences, Law, Music, Property or Science.

### The BProp can be combined with a degree in:

Commerce, Engineering, Law or Science.

To find out more visit [www.conjoints.ac.nz](http://www.conjoints.ac.nz)

## How do I plan my conjoint?

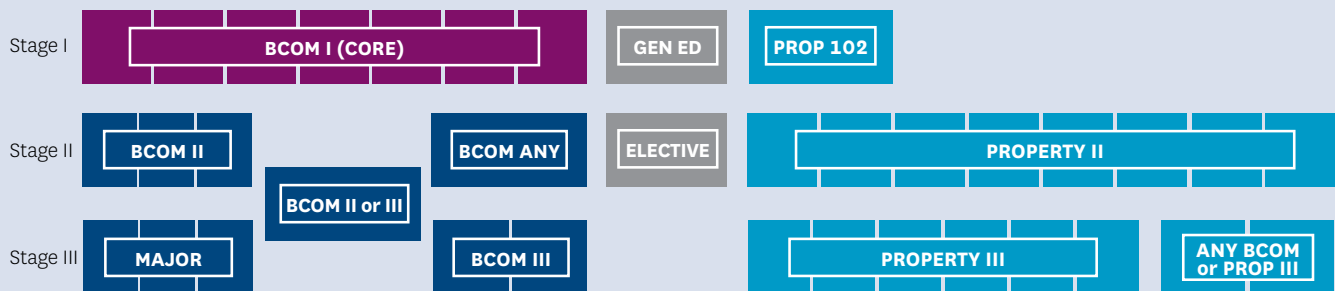
Information about the specific requirements for each conjoint degree can be found online on faculty websites, or in the University Calendar.

For details about the structure of the BCom and BProp conjoints, refer to the 2016 Business School Undergraduate Planning Guide at [www.business.auckland.ac.nz/planningguide](http://www.business.auckland.ac.nz/planningguide)

## Planning tips:

- Use the conjoint degrees planner for your chosen programme. Copies can be obtained from [www.business.auckland.ac.nz/prospectus](http://www.business.auckland.ac.nz/prospectus)
- Seek programme planning advice on a regular basis. Consult with the student advisers in the student centres for each of your degrees.
- Get sign-off at least once a year from a student adviser to indicate that your plan has been checked.
- 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.
- Expect to be able to include only one major in the BCom conjoint component.
- Enrol in a maximum of four courses in your first semester of study.

## Sample BCom/BProp conjoint degree structure



Jarrod Griffin took advantage of scholarships, CAPM tutorials and networking opportunities while studying at the Business School.

“Exposure is key in this industry. I’d encourage students to connect with the people they want to work with.”

Jarrod completed an internship at Deloitte, and now works as a Tax Consultant in the Corporate International team, dealing predominantly with clients who are based overseas with operating branches in New Zealand.

Long-term, Jarrod hopes to use his knowledge and experience to help Māori organisations develop and succeed.

He will be admitted to the bar in 2016, and plans to qualify as a Chartered Accountant.

### Jarrod Griffin

BCom Accounting and Finance, LLB  
Corporate and Commercial Law  
Tax Consultant, Deloitte

# Where can a degree from the Business School take you?

As a graduate you will need a set of transferable skills to ensure your success. The skills and knowledge you gain from your Business degree will give you an excellent foundation for many careers.

## Skills that employers value

Employer surveys in the past decade have shown that recruiting graduates with expertise in more than one area of business, such as information management skills and strong communication competencies, is more attractive.

### Critical and creative thinking

During your studies you will have the opportunity to develop critical thinking skills and an enquiring mind. You will:

- Analyse problems and evaluate solutions
- Use your judgement and make decisions
- Engage in reflective and creative thinking

### Research and analysis

You will be taught to recognise when information is needed and learn to locate, evaluate and use this information effectively through the use of:

- Analytical and search skills
- Business models and frameworks
- Data analysis
- Information technologies

## Communication skills

You will have the opportunity to:

- Develop sound oral and written communication skills, including the ability to make professional presentations
- Develop coherent and justified arguments
- Strengthen interpersonal communication skills, including the ability to work in teams
- Learn to effectively consult and negotiate

## Personal development

You will possess an understanding of values and attitudes consistent with your role as a citizen and member of your professional community. You will have the opportunity to:

- Identify and deal with ethical issues
- Interact effectively with and show sensitivity towards others
- Understand the responsibilities of global citizenship including sustainability
- Exercise leadership in local, national, global and professional communities
- Adapt to uncertainty, complexity and ambiguity

## Business School ASB Careers Centre

The Business School ASB Careers Centre has a clear focus on supporting student development. It offers a range of services to assist you with career planning, delivered through a programme of skills workshops, employer interactions and individual support.

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

## BCom degree

By completing the BCom degree you will have acquired a knowledge and understanding of specialist fields based on your selected major(s), enhancing your critical thinking and analytical skills.

## BProp degree

The BProp degree provides you, as a graduate, with applied business skills in property valuation, management, marketing, finance and investment, and specialist knowledge in property processes.

*"I took advantage of the many extracurricular opportunities available in the Business School and these broadened my skill set. I travelled to Thailand with the Management Consulting Club to compete in a business schools case competition.*

*"Right from the get-go at PwC I was dropped into the deep end with different projects and I've been able to apply the theory I've learnt to real-life business problems."*

### Kylene Jones

BCom Accounting and Marketing  
Senior Analyst, Management Consulting, PwC





# Majors and careers

With a vast selection of majors to choose from, a degree from the Business School is versatile and provides you with the skills and qualifications needed for a range of successful careers.

## Why study Accounting?

In Accounting 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.

### Complementary majors:

Popular combinations with Accounting include Finance, Information Systems and Information Management, Commercial Law and Taxation.

### What are the career paths?

Become an accountant or auditor in a chartered accountancy practice, industry, or the public sector. Or work as a business consultant or financial manager in a manufacturing, service or consultancy organisation. For information about professional accountancy requirements visit [www.charteredaccountantsanz.com](http://www.charteredaccountantsanz.com) and [www.cpaaustralia.com.au](http://www.cpaaustralia.com.au)

## Why study Commercial Law?

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

### Complementary majors:

Commercial Law is a popular second major and complements most other business majors including Accounting, Finance, Marketing, Management and International Business.

### What are the career paths?

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

## Why study Economics?

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

### Complementary majors:

Economics complements majors in Finance, International Business, Marketing and Operations and Supply Chain Management. Conjoint degrees with Politics and International Relations, Philosophy, Mathematics and Statistics are also a strong option.

### What are the career paths?

Become a consultant for commercial banks or financial institutions; an analyst for the Reserve Bank, Treasury, government departments, consulting firms or research institutes; a trade policy adviser; an international trade consultant; an international business manager; or a financial market analyst. A postgraduate qualification opens up further opportunities.

## Why study Finance?

In Finance you will learn about capital markets and the financing decisions facing an organisation.

### Complementary majors:

Finance is complemented by majors in Accounting, Economics, Commercial Law and Taxation.

### What are the career paths?

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

## Why study Information Management?

This major bridges the gap between IT and other core business functions. The emphasis is on developing and using cutting edge information and communication technologies to support business activities. Topics include business analytics, data mining and data visualisation.

### Complementary majors:

Information Management is a strong complement to majors in Accounting, Management, Marketing and Operations and Supply Chain Management.

### What are the career paths?

Possible roles include business analyst/consultant, knowledge manager, IT project manager, business intelligence consultant or an enterprise resource planning consultant.

*"My degree not only provided me with the technical knowledge but also instilled critical thinking, communication and team work skills essential for any career.*

*"In my role as an analyst with PwC I work with clients across a wide range of industries, helping them to make informed decisions whether it be mergers and acquisitions, disposals or IPO deals. For me, this strikes a perfect balance between using my majors in Accounting and Finance.*

*"I know my degree will continue to open doors for me wherever I go and for whatever I choose."*

### Rose He

BCom(Hons) Accounting and Finance  
Senior Analyst - Finance and Economics,  
Consulting, PwC

## Why study Information Systems?

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

### Complementary majors:

Popular combinations with Information Systems include Accounting, Management, Marketing, and Operations and Supply Chain Management.

### What are the career paths?

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

## Why study Innovation and Entrepreneurship?

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

### Complementary majors:

Innovation and Entrepreneurship complements majors in all other business related disciplines, especially Marketing, Finance and Operations and Supply Chain Management.

### What are the career paths?

Become an entrepreneur, business consultant or strategic business analyst, or take up a senior role in business or industry.

## Why study International Business?

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.

### Complementary majors:

International Business strongly complements majors in Economics, Management, Marketing, Operations and Supply Chain Management, Finance and Information Management.

### What are the career paths?

Work in management at an internationally active organisation or related institution, such as an exporter, global consumer or industrial goods manufacturer, or a financial service provider. Or work at an institution that co-operates with international firms, such as a trade promotion agency or development agency.



*The combination of logistics and information systems led Craig to the Auckland public transport coalface. He has an analytical mind and enjoys problem-solving.*

*When Craig started as Senior Public Transport Service Scheduler the probability your bus would be on time was 80%. It is now 94%.*

*"We ensure buses perform as timetabled and adjust timetables to reflect road conditions, so we do a lot of work with data systems.*

*"It's very satisfying to know you're impacting on the lives of people that you know – that they are getting to where they need to be on time. It is great to hear feedback that some buses used to be underperforming but are going well now."*

### **Craig Little**

BCom Information Systems and Operations and Supply Chain Management  
Senior Public Transport Service Scheduler,  
Auckland Transport



*Christine has always had an interest in economics, and credits academics at the Business School for fuelling her interest.*

*“Economics is much more than just crunching numbers.*

*“The lecturers prepared so well for classes and provided extra reading and other sources that added to the things I learnt from text books. They encouraged me to know about what was happening in the world, not just what was on the paper in front of me. They really inspired me.”*

*Christine chose to continue developing her knowledge with postgraduate study, and she graduated in 2015 with a Bachelor of Commerce (Honours) (with First Class Honours) in Economics.*

*She now works in the Field Sales Strategy Team at Lion preparing reports for sales representatives so they can see how they are performing, whether they have achieved their targets and identify areas that require extra resources.*

**Christine Mak**

BCom(Hons) Economics  
Sales Reporting Analyst, Lion

## Why study Management?

Study the importance of human and labour factors in organisations including the structure, design and culture of organisations; management theory; policies and practices; and employment relations issues in New Zealand and internationally.

### Complementary majors:

Management combines well with Marketing, International Business, Operations and Supply Chain Management, Information Systems, Information Management and Accounting.

### What are the career paths?

The ability to manage people and processes is relevant for most careers. Specific roles include recruitment consultant, human resource manager, employment relations manager, public policy analyst, employment analyst or business consultant.

## Why study Marketing?

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

### Complementary majors:

Popular combinations with Marketing include Management, International Business, Operations and Supply Chain Management, Information Systems, Information Management, Commercial Law, and Innovation and Entrepreneurship.

### What are the career paths?

Possible roles include sales representative, brand manager, marketing manager, sales executive, market researcher, advertising executive, marketing consultant or social media manager across a wide range of organisations, depending on your focus and level of experience.

## Why study Operations and Supply Chain Management?

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

### Complementary majors:

Operations and Supply Chain Management is frequently taken in combination with Information Systems, Management, Marketing, Innovation and Entrepreneurship, International Business, Economics and Information Management.

### What are the career paths?

Possible roles include operations analyst/consultant/manager, business process engineer, production and scheduling planner/manager, quality manager, ERP consultant, supply chain consultant or change manager.

## Why study Property?

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

### Complementary majors:

Strengthen your career options by combining the Bachelor of Property with a bachelor degree in Commerce, Engineering, Science or Law.

### What are the career paths?

Possible roles include managing property portfolios for local and international corporations, managing commercial and industrial property, becoming a registered valuer, undertaking property development and property marketing.

## Why study Taxation?

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

### Complementary majors:

A major in Taxation combines well with a major in Accounting or Finance.

### What are the career paths?

Become a financial accountant or taxation adviser.



*Anthony Wiseman's job involves international travel and gives him access to the latest technology.*

*His career at Microsoft began with a 12-month internship programme.*

*"I really enjoy my job. It is an amazing company to work for. It has amazing products and incredibly intelligent people who I learn a lot from," Anthony says.*

*"It's a fast-paced constantly changing environment. It requires agility and responsiveness to change, as well as strong relationship-building skills."*

### **Anthony Wiseman**

BCom Information Systems and Marketing  
Windows 10 Commercial Product Manager,  
Microsoft

# Outside the classroom

There is a range of clubs and activities to get involved in while you are studying here at the Business School.

## AIESEC

AIESEC is the world's largest student-run organisation, with more than 35,000 members, in over 100 countries. It offers young people the opportunity to be global citizens by providing overseas internships.

## Auckland Land Economics Society (ALES)

ALES promotes interaction and networking between property students, academic staff and property professionals. A number of events are held throughout the year including speed networking evenings, mentoring programmes, property case competitions, women in property events, and the annual property end-of-year function.

## Auckland Microfinance Initiative (AMI)

AMI aims to provide students with opportunities to gain experience in the field of microfinance. This is an exciting development that utilises financial services, such as micro-loans, to help low-income individuals in some of the poorest areas of the world lift themselves out of poverty and generate income for their local communities. AMI partners with microfinance institutions around the world to establish projects that students can participate in.

## Auckland University Investment Club (AUIC)

The AUIC gets students involved in and excited about investing. The club hosts workshops and events with high-profile guest speakers from finance and banking. Students can put their knowledge to use through managing a real-life fund invested in the New Zealand and Australian markets, with any profits going to charity.

## Beta Alpha Psi – Auckland Chapter

Beta Alpha Psi (BAP) is an international honours organisation for accounting, finance and information systems students and professionals. BAP recognises academic and professional excellence and complements members' formal education with self-development and networking opportunities.

## Commerce Association for Pacific and Māori students (CAPM)

CAPM is a club for undergraduate and postgraduate Māori and Pacific Business students. It organises social and cultural activities plus a range of networking events with industry. The club offers a stimulating environment to exchange ideas and lots of opportunities to apply business theory into practice.

## Commerce Students' Association (CSA)

The CSA is the official representative body of the University of Auckland Business School students. CSA offers an excellent channel for you to contribute suggestions to the Business School via class representatives and CSA Executive members. CSA organises corporate forums where students gain valuable contacts and networking skills, as well as a range of fun, social activities.

## Economics Group

The University of Auckland Economics Group is a student-run organisation for individuals who are interested in furthering their knowledge and understanding of Economics. It provides a platform and structure for like-minded individuals to meet and interact, through weekly discussion sessions and guest speaker events.

## Management Consulting Club (MCC)

MCC prepares students for the business world. It is one of the largest clubs on campus and engages students in team-based business competitions, delivering 13 local and national events each year. The club has been awarded the Dean's Award for being an outstanding student organisation. The MCC Case Competition acts as a selection trial for the Business School case competition squads.

## Marketing Club

The Marketing Club gives students an opportunity to network with marketing professionals and hosts various events in collaboration with the Marketing Association, including reputable guest speakers, a nationwide case study competition known as the Brand Challenge, as well as a speed networking evening and a variety of workshops and presentations.

## Rainbow Business

A student-led association united in creating social and advocacy opportunities for LGBTI business students. Join us to establish a stronger presence and involvement of the LGBTI community at the Business School as well as reduce prejudice and preconceptions of the LGBTI community in the wider business community.

## SavY

SavY aims to promote good financial habits in all youth, regardless of their background or aspirations. The club believes that good financial habits should be promoted alongside other life skills in schools and conducts workshops in schools around Auckland. SavY hopes to initiate a change in attitudes so that financial literacy is viewed more as a habit than a skill.

## Social Innovation: University of Auckland (SINZ UoA)

SINZ UoA is dedicated to promoting social enterprise and social entrepreneurship to young people through events, internships and competitions. The two main initiatives are Kickstart, where teams develop an idea for a social enterprise and compete for seed capital, and AdvISE, a case competition in which students can pitch to a real social enterprise.

## Toastmasters

If you have ever been petrified of speaking in front of an audience, you are not alone. Toastmasters has become a world leader in helping people become more competent and comfortable in front of an audience.

## UN Youth on Campus

UN Youth on Campus aspires to help members become global citizens in an increasingly interlinked world. Through its United Nations and international relations focused conferences, the organisation aims to broaden students' perspectives and understanding of global and local issues. UN Youth looks to develop organisation, compassion and leadership, while helping students meet other like-minded individuals on campus.

## Velocity

Velocity is the University's entrepreneurship programme. It unleashes potential, giving momentum to people, innovation and ideas. It empowers students and staff by developing their entrepreneurial mindset so they can solve social and environmental problems, power industry as employees, and start ventures based on their research, studies or simply as a result of creative thinking.



# Business School case competitions

Case competitions bring together top students from business schools around the world. Teams compete by analysing a challenging business case study and presenting recommendations.

## Best in the business

Each year the Business School selects and trains teams of talented students to travel around the world and compete against other universities in case competitions.

The students selected for each case competition are among the most talented and most able in the University and they gain enormous benefit from involvement in the teams.

In each competition the teams are given a real-life business situation and asked to develop a strategy to address the issues. The subject of the case can vary from small technology start-ups to large multinationals. The case teams are allocated up to 24 hours in which to formulate a solution. They present their strategy to a panel of judges comprising a group of prominent business professionals.

During the case competition programme students develop a strong understanding of how to work in high-performance teams, how to apply theory to real-life situations, and how to deliver a message clearly and effectively.

Places on the teams are keenly contested and students find it is a strong point of differentiation with potential employers.

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

## Champions Trophy Case Competition

Launched in 2008, the Champions Trophy is held annually at the University of Auckland Business School and features winners and finalists from the major international case competitions.

Twelve teams from around the globe compete in three preliminary rounds for a place in the final. In each round, a team of four students from each university is given a document describing a business. They have only five hours to read the document, identify key issues, develop a

strategy and prepare their presentation. They have no outside assistance, nor do they have access to the internet.

In 2016, the University of Auckland Business School competed with teams from National University of Singapore, Nanyang Technological University, University of Florida, Wharton School of Business University of Pennsylvania, Queensland University of Technology, Singapore Management University, McGill University, University of Belgrade, Thammasat University, Chinese University of Hong Kong, and Hong Kong University of Science and Technology.

The Auckland team topped their division and competed in the final. The final case was based on UBER and the judging panel was made up of representatives from UBER and industry.

The competition is run by a student organising committee that arranges everything from accommodation through to a wide range of social activities. The 2017 event is scheduled to take place from 28 January to 4 February.

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



# Entry requirements

This section provides a brief description of the admission and selection process for New Zealand and Australian citizens and permanent residents. Please refer to [www.auckland.ac.nz/admissions](http://www.auckland.ac.nz/admissions) for more detailed information. If you are an international student visit [www.auckland.ac.nz/international](http://www.auckland.ac.nz/international)

## NCEA Level 3

Applicants who achieve the New Zealand University Entrance Standard are allocated a NCEA rank score. This is calculated using the best 80 credits at Level 3 or higher over a maximum of five approved subjects, weighted by the level of achievement attained in each set of credits: 4 points for Excellence, 3 for Merit and 2 for Achieved for up to 24 credits in each approved subject taken at Level 3. The maximum rank score is 320. Applicants will be expected to have obtained a minimum of 16 credits in each of three subjects chosen from Table A and/or Table B.

Note: The NZQA approved subject list includes Business Studies. Refer [www.nzqa.govt.nz](http://www.nzqa.govt.nz)

Table A	Table B
Classical Studies	Accounting
English	Biology
Geography	Calculus
History	Chemistry
History of Art	Economics
Te Reo Māori OR Te Reo Rangatira	Mathematics*
	Physics
	Statistics

*\*Cannot be used in combination with Calculus and/or Statistics.*

## CIE taken in NZ

Applicants who achieve University Entrance are allocated a CIE rank score, using the UCAS Tariff for the best six subject units at AS or A Level, provided that no more than two subject units are included from any one syllabus group in the table of available syllabus groups, which are broadly equivalent to those in the list of approved subjects (Thinking Skills and the General Paper are excluded). For selection into Business School programmes, performance in the subjects Psychology, Sociology and Legal Studies will be taken into account. Where a student has studied more than six subject units the best six scores will be used.

The rank score will be calculated from your UCAS Tariff points (to a maximum of six subject units) as shown in the table below. The maximum rank score is 420.

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

A CIE rank score may differ from the UCAS Tariff used for University Entrance because only syllabuses that contribute to University Entrance are used for ranking (Thinking Skills and the General Paper are excluded).

Students will be expected to include at least three subjects from Table A and/or Table B. An A Level counts as two subject units.

Table A	Table B
Classical Studies	Accounting
English	Biology
Geography	Business Studies
History	Chemistry
History of Art	Economics
	Mathematics
	Physics

## International Baccalaureate (IB)

Those who achieve University Entrance will be allocated a rank score according to their IB score, eg, if you achieve 27 points for IB, your rank score will also be 27 points. The maximum rank score is 45. You must also meet the admission requirements for your programme(s) of study.





## Guaranteed entry scores table

Business School undergraduate admission requirements for school leavers who are New Zealand or Australian citizens or permanent residents. This table indicates the rank scores for guaranteed entry in 2017. For other programme requirements see [www.auckland.ac.nz/admissions](http://www.auckland.ac.nz/admissions)

Programme	NCEA (Level 3)	CIE (Taken in NZ)	IB
Bachelor of Commerce (BCom)	180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	190 with three subjects from Table A and/or Table B	27
Bachelor of Property (BProp)	180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	190 with three subjects from Table A and/or Table B	27
<b>Conjoint programmes</b>			
Bachelor of Arts/ Bachelor of Commerce (BA/BCom)	210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	230 with three subjects from Table A and/or Table B	28
Bachelor of Commerce/ Bachelor of Engineering (Honours) (BCom/BE(Hons))	275 with 17 external Level 3 credits in Calculus and 16 external Level 3 credits in Physics, and a minimum of 16 credits in an additional subject from Table A or B	330 with Mathematics and Physics (at A Levels) from Table B and an additional subject from either Table A or B	36 <sup>1</sup>
Bachelor of Commerce/ Bachelor of Health Sciences (BCom/BHSc)	250 with a minimum of 18 credits in one subject from Table A, and a minimum 18 credits in one subject from Table B, and a minimum of 16 credits in an additional subject from Table A or B	300 with one subject from Table A and one full A level subject from Table B <sup>2</sup> and an additional subject from Table A or B	33
Bachelor of Commerce/ Bachelor of Laws (Part I) (BCom/LLB) <sup>3</sup>	210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	230 with three subjects from Table A and/or Table B	28
Bachelor of Commerce/ Bachelor of Music (BCom/BMus)	210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B <sup>4</sup>	230 with three subjects from Table A and/or Table B <sup>4</sup>	28
Bachelor of Commerce/ Bachelor of Property (BCom/BProp)	210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	230 with three subjects from Table A and/or Table B	28
Bachelor of Commerce/ Bachelor of Science (BCom/BSc)	210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B	230 with three subjects from Table A and/or Table B	28

<sup>1</sup> Mathematics and Physics at HL level

<sup>2</sup> A Level in one subject from Table B preferred

<sup>3</sup> Students will be selected into Part II on the basis of their results in Part I

<sup>4</sup> Subject to the qualitative evaluation of a statement of musical background, referee's report and:

- Classical Performance – an audition and musical qualification certificates
- Jazz Performance and Popular Music – an audition
- Composition major – a portfolio of 2-3 composition works and musical qualification certificates
- Musicology – musical qualification certificates

## Who else can apply?

- School leavers from Year 12 who meet the conditions for Discretionary Entrance
- School leavers seeking selection via the Aspiration to Business admission scheme - see pg 20
- Students who have previously studied at tertiary level in New Zealand or overseas
- Students with relevant work experience who are at least 20 years old on or before the first day of the semester

### Targeted admission schemes

The University has a range of admission schemes to improve access into higher education for equity groups. If you are a Māori or Pacific student, or a student with a disability, or from a refugee background or low socio-economic background, and have not met the guaranteed score you may be eligible for inclusion in a targeted admission scheme. See pg 20 and the website below.

[www.business.auckland.ac.nz/en/for/future-undergraduates/fu-admission-and-enrolment.html](http://www.business.auckland.ac.nz/en/for/future-undergraduates/fu-admission-and-enrolment.html)

## Māori and Other Pacific admission scheme (MOPAS)

This is a special scheme for those who are of Māori or Pacific descent. You may be a school leaver or you may have been in the workforce and have few academic qualifications. If you do not have a university entrance qualification, you must be 20 years of age or over before the first day of the semester. (Applicants should be either a New Zealand citizen or a permanent resident.)

Applicants who meet one of the following will be guaranteed an offer of a place in the MOPAS scheme:

- NCEA rank score  $\geq$  140 points with at least 14 credits in each of three subjects from Table A or B, or 14 credits in each of two subjects from Table A and B plus at least 10 achievement standard credits in Level 3 Mathematics, Calculus or Statistics or
- CIE rank score  $\geq$  130 points with at least a C grade in each of three subjects from Table A or B, or a C grade in each of two subjects from Table A and B plus at least a D grade in Mathematics or
- International Baccalaureate  $\geq$  25 shortlisted applicants may be required to attend an interview. The selection panel will assess the academic background, capability and motivation of each applicant and take into account community involvement and evidence of leadership.

Those wishing to be considered for admission under this scheme must tick the appropriate box in the electronic Application for Admission form. Further information is available from the Business Student Centre.

## Aspiration to Business admission scheme

Special consideration will be given to applicants applying to enter a university for the first time who meet the minimum requirements for New Zealand university entrance based on performance in NCEA or CIE, who do not meet the general selection standard, but who demonstrate the capability and motivation to undertake study in the BCom or BProp through meeting additional selection criteria.

For more information on the scheme and deadlines for applications visit

[www.business.auckland.ac.nz/mopas](http://www.business.auckland.ac.nz/mopas)  
or email [comenquiry@auckland.ac.nz](mailto:comenquiry@auckland.ac.nz)

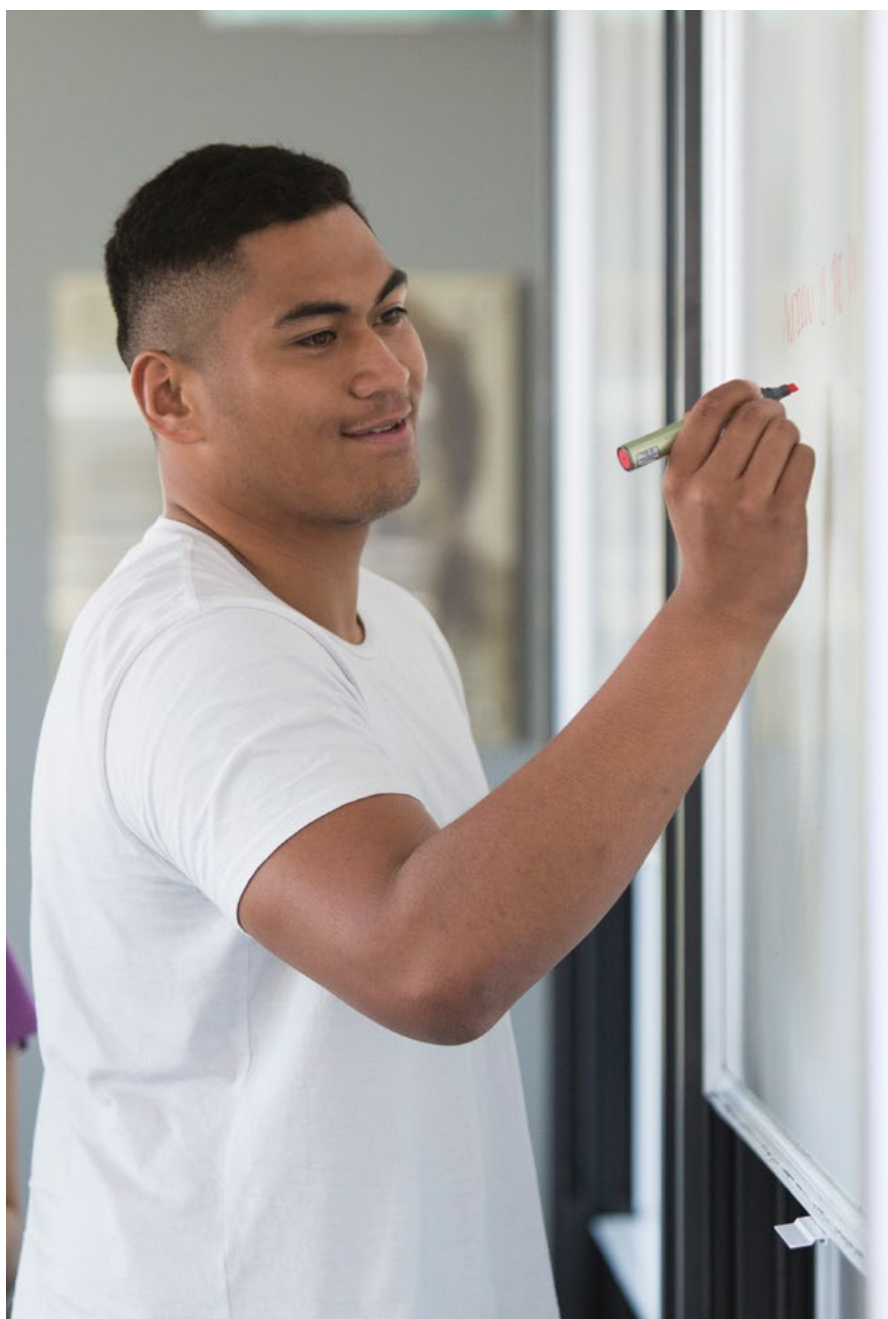
### Applying for credit

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

- Certified copy of academic record
- Statement about the degree or diploma structure
- Statement about the grading system

- Detailed syllabus or course outline for each course studied (this should include a statement of the content of the course, the number of teaching hours, titles of prescribed textbooks and method of assessment)

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



# Frequently asked questions

Find out answers to commonly asked questions about the Undergraduate Programmes at the University of Auckland Business School.

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

Study of NCEA Level 3 Mathematics, Calculus or Statistics (or CIE AS Mathematics) is highly recommended, especially for students intending to major in Economics.

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

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

If you achieve a scholarship pass or excellent results in NCEA or CIE Accounting or Economics you may be eligible for an exemption or direct entry into a more advanced course. For more information see [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)

## Can I transfer between the BCom and BProp degrees?

Yes. The earlier the transfer occurs the more likely a complete transfer of credit will be possible. Note that while the seven core courses are shared between the two degrees, any additional courses may be specific to your degree and can only be reassigned if there is space for electives in your degree.

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

Yes, every semester a large number of students choose to transfer into our programmes. To be accepted into the BCom or BProp, you will need to meet the minimum GPE of 3.0 over your most recent year of full-time study (or equivalent).

If you choose to transfer in with a partially completed undergraduate qualification you can apply to credit most, if not all, of the courses you have passed as long as they fit the requirements for our BCom and BProp. We require any student who wishes to obtain a University of Auckland degree to complete at least one-third of the degree at the University of Auckland, including the advanced courses within the major.

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

You will be eligible to cross-credit up to 120 points. The exact amount of credit will depend on whether the courses you have studied are similar to those offered within the University of

## Got a question?

AskAuckland has answers to frequently asked questions about the University of Auckland. Find information about programmes and courses, applications for admission, enrolment, and much more. [www.askauckland.ac.nz](http://www.askauckland.ac.nz)

To find out about our wide range of accommodation options, visit [www.accommodation.auckland.ac.nz](http://www.accommodation.auckland.ac.nz)

View our list of extensive scholarships at [www.auckland.ac.nz/scholarships](http://www.auckland.ac.nz/scholarships)

Auckland's BCom or BProp degrees.

## Is it possible to gain entry into the BCom or BProp from the New Zealand Diploma in Business?

### If so, will I receive any credit?

If you have completed the NZDipBus:

- With a B grade average you will gain entry with up to 60 points of credit towards the BCom or BProp degree, based on a B grade in approved courses. For more information see [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)
- With less than a B grade average you will be considered for entry but will not be eligible for credit.

If you have an incomplete NZDipBus with a B grade average over the set of NZDipBus courses studied, you will be considered for entry into the BCom or BProp (without credit) taking into account any other relevant experience.

## Can I go on a student exchange?

The University of Auckland's exchange programme, 360° Auckland Abroad, provides Business students with the opportunity to complete part of their degree at an overseas partner university.

An exchange experience will provide you with the opportunity to immerse yourself in another culture, gain international experience, make new friends, develop international networks, learn a new language and travel and see the sights.

You will continue to pay tuition fees at the University of Auckland and be exempt from paying tuition fees at the host university.



You will need to be able to meet the other costs of participating, such as your return airfare, living costs while overseas and any course materials required for your programme. The University of Auckland offers a significant number of scholarships to assist students in covering the cost of travel and accommodation. For more information about the 360° Auckland Abroad programme and application process see [www.auckland.ac.nz/360](http://www.auckland.ac.nz/360)

## How much will my degree cost?

Tuition fees for 2016 (for a domestic student enrolled in a full-time load of 120 points) for the BCom and BProp were approximately \$5,767 - \$6,212.

Tuition fees for 2016 (for an international student enrolled in a full-time load of 120 points) for the BCom and BProp were approximately \$31,510.

In addition to tuition fees, students pay a Student Services Fee. In 2016 (for a student enrolled in a full-time load of 120 points) the fee was \$754.80.

Fees for 2017 will be available in late 2016. Visit [www.auckland.ac.nz/fees](http://www.auckland.ac.nz/fees)

## When do applications close?

The official closing date for applications for entry to the BCom and BProp for Semester One 2017 is 8 December 2016.

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

# 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 certified 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 – documents can take 3-4 weeks to process during peak admission periods. Some of your documents might take longer to process than others, despite being sent in at the same time.

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

Some late applications may be considered after the 2016 school results are received. It is advisable, however, to apply for all programmes that you might wish to study before the closing date of 8 December 2016. Multiple applications are acceptable and all applications received by the closing date will be considered when 2016 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 tutorials 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
- Go to [www.business.auckland.ac.nz/programmes](http://www.business.auckland.ac.nz/programmes)
- Email [comenquiry@auckland.ac.nz](mailto:comenquiry@auckland.ac.nz)
- Come to Courses and Careers Day on 27 August 2016.

## 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.*

## Key dates

### Notification of acceptance

Mid to late January 2017 for Semester One

### Semester One

Monday 6 March 2017 – Monday 3 July 2017

### Semester Two

Monday 24 July 2017 – Monday 20 November 2017



### 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  
Private Bag 92019  
Old Choral Hall  
7 Symonds Street  
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)