To prepare you for a successful and rewarding career, the Business School offers a number of undergraduate degree programmes covering all the most important aspects of business today.

We look forward to helping you choose the degree or conjoint degree that will best prepare you for your future career. Alongside your studies, you can expect to have exciting and challenging opportunities for personal development through a huge range of extra-curricular activities.

You may also be able to complete part of your degree at an overseas university through participation in the University’s 360 International Semester Exchange Programme. (See page 25 for more information.)

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

PROFESSOR JAYNE GODFREY
Dean, Business School
The University of Auckland
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The Business School for your future in business

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

Why study with us?
- The Business School is located in the heart of Auckland City, New Zealand’s business capital.
- We are housed in one of Auckland’s most innovative buildings, with great facilities and spaces.
- You will study and make friends with people from many different cultures and communities.
- You can choose from a wide range of subjects, covering all the important aspects of business today.
- You can take a double major, which will greatly improve your career prospects.
- You will benefit from the teaching, advice and support of high-calibre academic and professional staff.
- When you graduate, you will have good employment prospects in New Zealand and overseas.
- Outside the classroom, you can join one or more of our many clubs, and take advantage of a host of personal development opportunities.

International recognition
The three leading international accreditations held by the Business School are your assurance of the highest academic standards. They offer global credibility and recognition.
TIPS FOR NEW STUDENTS

“Put your wellbeing first. When you get to university there will be a lot of positive surprises but also a lot of curveballs that you don’t expect, and it’s easy to get wrapped up in just focusing on your courses and not your psychological health. You are exposed to a lot of new things – new workflows, new friends, new activities – and it’s really important that you are proactive with your wellbeing. Get some exercise, meet new people, try a new hobby, and make use of the University’s free counselling service if you need it.”

Teresa Lee, Bachelor of Commerce/Bachelor of Laws conjoint student

High ranking and reputation

The University of Auckland Business School is ranked the best in New Zealand for Accounting and Finance, Commercial Law, Business and Management, Property, Economics and Information Systems, according to the 2018 QS World University Rankings by Subject.

For Accounting and Finance, the University of Auckland was ranked 41st in the world. For Business and Management Studies, Auckland came in the top 100 out of 1,070 institutions, and for Economics and Econometrics, we were ranked in the top 100 out of 917 institutions.

According to Reuters Top 75, the University of Auckland ranks as the most innovative university in New Zealand. We’ve also been recognised by the MIT Skoltech Initiative as one of the world’s top five emerging leaders in entrepreneurship.

Professional recognition

In addition, specialisations in our programmes are recognised by relevant professional bodies, eg, Accounting is recognised by CAANZ, CPA Australia, ACCA and CIMA; the BProp is recognised by RICS, REINZ, Property Institute of NZ, and the Real Estate Institute of NZ.

Beta Gamma Sigma

The highest achieving students in our Business School programmes are invited to join our chapter of Beta Gamma Sigma – a prestigious Honours Society. This is an opportunity that we are able to offer you as an AACSB accredited business school.
What’s it like studying at the Business School?

Beginning your studies at university is both a challenging and exciting experience. Unlike school, studying at university means being responsible for yourself, planning your study and extra-curricular activities, and managing your time wisely. Below is some useful information about what to expect.

Lectures and tutorials
At first-year level, you will attend lectures or listen to a webcast and then participate in a range of other activities, including 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.

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.

Exams and assessment
For most courses there are final examinations at the end of each semester. However, internally assessed work is also an important component of most final grades. 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 and preparing case study and tutorial material for discussion in class.

How do I plan my timetable?
Timetables for all courses are available through Student Services Online by the start of each academic year.

What workload can I expect?
You 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 you should expect to average a further six intensive hours each week to read, study for tests, and prepare assignments.

The University’s Student Learning Services provides useful support and advice on how to “study smarter not harder”.

TIPS FOR NEW STUDENTS

“Be open-minded to everything, and make use of all the opportunities that come to you. That could be through university but also social things – if someone invites you out somewhere it wouldn’t be a bad idea to say yes! I’ve changed my courses and specialisations so many times, and being mindful and open to opportunities definitely helped with that. Be patient and take your time, you don’t know what’s going to happen.”

Michael Wang, Bachelor of Commerce/Bachelor of Science conjoint student
Develop a well-rounded profile to improve your employability

The skills and capabilities you develop during your business studies will give you an excellent foundation for many careers.

The Business School is committed to giving you opportunities to develop as a scholar, leader, innovator and global citizen.
As you study towards your Business degree you can expect to develop capabilities that will enhance your employability and help you make a positive impact on society. You will acquire these capabilities from your courses and through participation in a range of cocurricular activities.

BCom degree
By completing the BCom degree, you will acquire an understanding of specialist fields related to your selected major(s). As well as enhancing your critical thinking and analytical skills, your degree will equip you with strong skills in communication, teamwork and leadership, and cross-cultural understanding.

BCom Graduate Profile

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

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

BProp Graduate Profile

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


Knowing that she wanted to work with people led Pippa to choose Management and Marketing for her BCom majors, which she extended with studies in International Business.

“Probably the best experience I had at the Business School was being involved in the Women’s Mentoring Programme – I found it really interesting and empowering and it helped me to prepare myself for the world of work.

“Now I’m really excited to be starting work in a fast-paced, challenging environment surrounded by fun and intelligent individuals.”
What can you study?

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

**Bachelor of Commerce – quick facts**

- **Full-time**: 3 years
- **Taught at**: City Campus
- **Points per degree**: 360 (24 courses)

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

**BCom core**

Your first year consists of:

- Seven core courses that provide a base to build on with your choice of major(s)
- One additional course in accounting, business economics or quantitative methods, depending on your choice of major(s), or a General Education course.

**Completing your BCom**

- You can use your first year of study to explore the different majors we offer.
- You can choose one or two sets of advanced courses for a single or double major in your second and third years.

**BCom majors**

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

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

You can find more details of majors on p. 14 of this prospectus.

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

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

**YEAR ONE**: 7 x Core courses, 1 x Major 1 course

**YEAR TWO**: 3 x Major 1 courses, 3 x Major 2 courses, 2 x Elective courses

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

*Courses selected from Commerce or any other schedules.*
Alex took every opportunity to be involved in clubs, societies and networking events that complemented his studies at the Business School. These helped him to develop the people skills so important to a career in property.

“I chose property because it is fundamental to society. You will struggle to name a business that does not rely on property in its operations. Also, the Property Department places great importance on social and professional networking opportunities, allowing us to connect, learn more about the property market and strengthen our communication skills.”
Bachelor of Property – quick facts

- **Full-time:** 3 years
- **Taught at:** City Campus
- **Points per degree:** 360 (24 courses)

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

BProp core

Your first year consists of:
- Seven core courses in business that provide a solid base for your career in property
- One introductory course in property

### Sample BProp degree structure

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

**YEAR ONE:** 7 x Core courses, 1 x Property course

<table>
<thead>
<tr>
<th>CORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROP 102</td>
</tr>
</tbody>
</table>

**YEAR TWO:** 8 x Property Stage II courses

| PROPERTY II |

**YEAR THREE:** 6 x Property Stage III courses, 2 x General Education courses

<table>
<thead>
<tr>
<th>PROPERTY III</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEN ED</td>
</tr>
</tbody>
</table>

“A person’s property career is heavily reliant on who you know, the way you present yourself and what people remember you for. Networking provides the opportunity to connect, learn more about the property market and strengthen your communication skills.”

*Alex Saifiti*

Property graduate

Completing your BProp

- Your second and third years comprise more specialised property courses.
- You will also complete two General Education courses in your final year.

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

BProp courses

Courses in the programme include property-related subjects such as:
- Marketing
- Management
- Valuation
- Finance and investment
- Development
- Building surveying
A desire to contribute to economic knowledge and apply this in the real world motivated Carlos to choose Economics and Finance as his BCom majors.

“I realised that the field I was studying in has a massive influence on the lives of ordinary New Zealanders. As I continued to study and engaged in networking events with external parties and internal departmental staff, I realised my true ambition was to go into the public sector.

“The big highlight of my extra-curricular activities was my participation in AIESEC. I learnt valuable skills in networking, team building and creating events to address social issues in New Zealand.”
Planning your first year

In your first year of the BCom or BProp you will complete a common core of seven Stage I courses and an eighth course that depends on the major you are planning to take. If you are not sure of your major, you should plan to include any additional Stage I course that helps you to keep your options open.

What additional courses are required for my majors?

The following BCom majors require the additional Stage I courses listed below:

- Accounting: ACCTG 102
- Economics: ECON 152*
- Finance: ACCTG 102 and MATHS 108 (or MATHS 150 or 153)

If you need more than one extra course, you should defer one course to your next semester of study. Our advisers can help you with your plan.

Conjoint degrees

Concurrent study of a BCom or BProp with another degree can broaden your knowledge and skills and provide a strong base for an exciting range of career options.

Conjoint combinations include: BA/BCom, BAdvSci(Hons)/BCom, BProp/BCom/BE, BCom/BSc, BCom/BE(Hons), BCom/BGlobalSt (Bachelor of Global Studies), BCom/LLB (including Honours), BProp/BSc, BProp/LLB (including Honours)

Information about the specific requirements for each conjoint degree can be found at www.conjoints.ac.nz

It is helpful to use the conjoint degrees planner for your chosen programme. These can be found at www.business.auckland.ac.nz/prospectus

First-year course plan:

**Semester One:** 4 courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 101</td>
<td>15 pts</td>
</tr>
<tr>
<td>Business and Enterprise 1</td>
<td>15 pts</td>
</tr>
<tr>
<td>ACCTG 101</td>
<td>15 pts</td>
</tr>
<tr>
<td>Accounting Information</td>
<td>15 pts</td>
</tr>
<tr>
<td>ECON 151</td>
<td>15 pts</td>
</tr>
<tr>
<td>Understanding the Global Economy</td>
<td>15 pts</td>
</tr>
<tr>
<td>or</td>
<td></td>
</tr>
<tr>
<td>ECON 152</td>
<td>15 pts</td>
</tr>
<tr>
<td>Principles of Economics*</td>
<td>15 pts</td>
</tr>
<tr>
<td>INFOSYS 110</td>
<td>15 pts</td>
</tr>
<tr>
<td>Business Systems</td>
<td>15 pts</td>
</tr>
<tr>
<td>or</td>
<td></td>
</tr>
<tr>
<td>STATS 108</td>
<td>15 pts</td>
</tr>
<tr>
<td>Statistics for Commerce</td>
<td>15 pts</td>
</tr>
</tbody>
</table>

**Semester Two:** 4 courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 102</td>
<td>15 pts</td>
</tr>
<tr>
<td>Business and Enterprise 2</td>
<td>15 pts</td>
</tr>
<tr>
<td>COMLAW 101</td>
<td>15 pts</td>
</tr>
<tr>
<td>Law in a Business Environment</td>
<td>15 pts</td>
</tr>
<tr>
<td>INFOSYS 110</td>
<td>15 pts</td>
</tr>
<tr>
<td>Business Systems</td>
<td>15 pts</td>
</tr>
<tr>
<td>or</td>
<td></td>
</tr>
<tr>
<td>STATS 108</td>
<td>15 pts</td>
</tr>
<tr>
<td>Statistics for Commerce</td>
<td>15 pts</td>
</tr>
</tbody>
</table>

* Which Economics course should I choose?

ECON 151 is intended for students with no or limited prior study in Economics.

You should enrol in ECON 152 if you have achieved one of the following:

- NCEA – 16 credits in Level 3 Economics with a Merit average including standard 91399
- Scholarship – pass in Economics
- CIE – B grade in Economics
- IB – 4 out of 7 in Economics (HL) or the equivalent.

TIPS FOR NEW STUDENTS

“I personally think time management is essential. You can really see a correlation between the time you put in and the grades you end up getting. I found spending around 10 hours a week per subject (including lectures and tutorials) was a good baseline to check that I was still putting in the right amount of work and so I could structure my commitments accordingly. I picked up this tip in my very first week and I still use it now after three years.”

Joshua Clarke,
Bachelor of Commerce/Bachelor of Laws conjoint student
Majors and careers

With twelve majors to choose from, a BCom degree will provide you with all the skills and qualifications needed for a wide range of careers in business. The BProp will equip you for many property-related careers in New Zealand and abroad.

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, the public sector, or industry. Or work as a business consultant or financial manager in a manufacturing, service or consultancy organisation. For information about professional accountancy requirements visit www.charteredaccountantsanz.com www.cpaaustralia.com.au

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

Complementary majors
Business Analytics complements majors in Accounting, Management, Marketing, and Operations and Supply Chain Management.

What are the career paths?
Potential roles include business analyst/consultant, knowledge manager, project manager, business intelligence consultant, business analytics consultant and enterprise resource planning consultant.

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

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.

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

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 financial analyst.
Her ambition to work in the media led Gavinella to choose Marketing and Management for her double major in the BCom.

“To be successful in my career I knew I had to learn to be strategic in my thinking, and develop forward planning, problem solving and strong interpersonal skills.

“My studies were enhanced by practical experience in an internship at Mediacom Singapore, and my first job after graduating further developed my planning and people skills. In my current role I plan media strategies, allocate budgets and do post-analysis on campaigns... But client service is the most important part of my role.”
I chose my Innovation and Entrepreneurship major in order to learn about business from successful entrepreneurs. We had opportunities to engage with regular industry speakers and live cases, and this helped me to understand how the world works.

“Getting an internship shaped not only my career path but also how I learnt and applied my studies in my work, which I love. No two days are the same, which keeps me excited and engaged in what I do.”
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.

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

International Business

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

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?

Become a 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.

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


What are the career paths?

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

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


What are the career paths?

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

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 an undergraduate degree in Commerce, Engineering, Science or Law.

What are the career paths?

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

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.
Outside the classroom

There are many clubs and activities to get involved in while you are studying at the Business School.

**AIESEC**
We are the world’s largest student-run organisation, providing opportunities to become global citizens through overseas internships.

**Auckland Land Economics Society (ALES)**
Property students, academic staff and property professionals interact and network at several high-profile events each year.

**Auckland Microfinance Initiative (AMI)**
AMI helps low-income individuals in some of the world’s poorest areas to lift themselves out of poverty. You can support this cause by participating in AMI’s projects and at the same time gain experience in the field of microfinance.

**Auckland University Investment Club (AUIC)**
Learn all about investing from experts in the field, and put your knowledge into practice by managing an actual investment fund, with any profits going to charity.

**Beta Alpha Psi – Auckland Chapter**
This is an international honours association for accounting, finance and information systems students and professionals, offering self-development and networking opportunities.

**Commerce Students’ Association (CSA)**
This is a forum for discussion, networking, and participation in a range of fun social activities.

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

**Management Consulting Club (MCC)**
Participate in team-based business competitions locally and internationally. MCC is one of the University’s largest clubs, and has won the Dean’s Award for being an outstanding student organisation.

**Commerce o Pasifika**
Commerce o Pasifika is a club for Pacific students at all levels. It offers a supportive social environment to help you enjoy your time at the University and get the most out of your studies.
**Marketing Club**
Take advantage of opportunities to network with marketing professionals and participate in the annual Brand Challenge, speed networking and a variety of workshops and presentations.

**Rainbow Business**
We are a student-led association that creates social and advocacy opportunities for LGBTI business students.

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

**Social Innovation: University of Auckland (SINZ UoA)**
We promote social enterprise and social entrepreneurship to young people through events, internships and competitions.

**Te Mana Pākihi**
We support Māori business students to reach their potential through Mānaakitanga, Whanaungatanga and Kotahitanga.

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

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

**Velocity**
The University of Auckland’s entrepreneurship programme encourages innovation and ideas through initiatives such as the $100K Challenge. Since 2003 Velocity has helped to ignite more than 120 ventures that have created 700 jobs, attracted more than $220 million in investment and sold products and services in 35 countries.
Isabel Kelly, EY Business Student of the Year 2018 with Brendon Potter, Student Development and Engagement Manager
Student development

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

The Case Programme
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. In each competition the teams are given a real-life business situation and asked to develop a strategy to address the issues. The case teams are allocated up to 24 hours in which to formulate a solution. They present their strategy to a panel of judges comprising a group of prominent business professionals. The University of Auckland Business School case teams’ outstanding results demonstrate the ability of young New Zealanders to perform on the world stage. The programme confirms our 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.

EY Business Student of the Year Award
This award recognises a current Business School student who has displayed excellence in academic performance, communication skills, community service, extracurricular activities and knowledge of world issues. You’ll need to be enrolled in a Bachelor of Commerce or a Bachelor of Property at the University to be eligible. Students enrolled in conjoint degrees are also eligible, as long as one of their degrees is Commerce or Property.

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

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

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

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 and secure a successful and rewarding career when you graduate. You can also visit the University’s Career Development and Employability Services for further support and opportunities.

www.business.auckland.ac.nz/careers

Champion’s Trophy participants enjoy a day out at the University’s wine science centre on Waiheke Island.
Entry requirements

This section provides a brief description of the entry requirements for New Zealand and Australian citizens and permanent residents. All applicants must meet the University Entrance standard and the entry requirements for the programme they wish to study.

For more detailed information and other entry routes, please refer to www.auckland.ac.nz/entry-requirements

NCEA Level 3

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

NCEA applicants should plan to obtain 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. See www.nzqa.govt.nz.

<table>
<thead>
<tr>
<th>Table A</th>
<th>Table B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Classical Studies</td>
<td>Accounting</td>
</tr>
<tr>
<td>English</td>
<td>Biology</td>
</tr>
<tr>
<td>Geography</td>
<td>Calculus</td>
</tr>
<tr>
<td>History</td>
<td>Chemistry</td>
</tr>
<tr>
<td>History of Art</td>
<td>Digital Technologies*</td>
</tr>
<tr>
<td>Te Reo Māori or Te Reo Rangatira</td>
<td>Economics</td>
</tr>
<tr>
<td></td>
<td>Mathematics**</td>
</tr>
<tr>
<td></td>
<td>Physics</td>
</tr>
<tr>
<td></td>
<td>Statistics</td>
</tr>
</tbody>
</table>

* There are 11 Level 3 achievement standards in this domain, numbered 91632–91642.
** Cannot be used in combination with Calculus and/or Statistics.

Cambridge Assessment International Education

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

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

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

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

CIE applicants should plan to include at least three subjects from Table A and/or Table B.

<table>
<thead>
<tr>
<th>Level</th>
<th>A*</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>140</td>
<td>120</td>
<td>100</td>
<td>80</td>
<td>60</td>
<td>40</td>
</tr>
<tr>
<td>AS</td>
<td>-</td>
<td>60</td>
<td>50</td>
<td>40</td>
<td>30</td>
<td>20</td>
</tr>
</tbody>
</table>

Table A

<table>
<thead>
<tr>
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<td></td>
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<tr>
<td></td>
<td>Physics</td>
</tr>
<tr>
<td></td>
<td>Statistics</td>
</tr>
</tbody>
</table>

Table B

<table>
<thead>
<tr>
<th>Table A</th>
<th>Table B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Classical Studies</td>
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<tr>
<td></td>
<td>Statistics</td>
</tr>
</tbody>
</table>

International Baccalaureate (IB)

Applicants who achieve New Zealand University Entrance (UE) standard are allocated a rank score, which is the same as their IB score. For example, if you achieve 27 points for IB, your rank score will also be 27 points. The maximum rank score is 45.
Guaranteed entry requirements for admission in 2020

The table below shows the rank scores required to guarantee entry to the Business School in 2020 for school-leavers who are New Zealand or Australian citizens or permanent residents. Applicants with scores below these will still be considered, provided places are available. For more information, see www.auckland.ac.nz/entry-requirements

<table>
<thead>
<tr>
<th>Programme</th>
<th>NCEA (Level 3)</th>
<th>CIE</th>
<th>IB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor of Commerce (BCom)</td>
<td>180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>190 with three subjects from Table A and/or Table B</td>
<td>27</td>
</tr>
<tr>
<td>Bachelor of Property (BProp)</td>
<td>180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>190 with three subjects from Table A and/or Table B</td>
<td>27</td>
</tr>
<tr>
<td>Conjoint programmes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bachelor of Arts/Bachelor of Commerce (BA/BCom)</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Advanced Science (Honours)/Bachelor of Commerce (BAdvSci(Hons)/BCom)</td>
<td>275</td>
<td>330</td>
<td>36</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Engineering (Honours) (BCom/BE(Hons))</td>
<td>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</td>
<td>330 with Mathematics and Physics (at A Levels) from Table B and an additional subject from either Table A or B</td>
<td>36</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Global Studies (BCom/BGlobalSt)</td>
<td>210, minimum 16 credits in three Table A/B subjects and/or the following languages: Chinese, Cook Island Maori, French, German, Japanese, Korean, Samoan, Spanish, Tongan</td>
<td>230, three subjects from Table A/B and/or the following languages: Chinese, Cook Island Maori, French, German, Japanese, Korean, Samoan, Spanish, Tongan</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Health Sciences (BCom/BHSc)</td>
<td>250 with a minimum of 16 credits in one subject from Table A, and a minimum 16 credits in an additional subject from Table A or B</td>
<td>300 with one subject from Table A and one full level subject from Table B and an additional subject from Table A or B</td>
<td>33</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Laws (Part I) (BCom/LLB)²</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Music (BCom/BMus)</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Property (BCom/BProp)</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/Bachelor of Science (BCom/BSc)</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
</tbody>
</table>

Alternative entry pathways

- Students with prior tertiary study at a New Zealand or overseas institution
- School-leavers who have studied at an overseas secondary school
- School-leavers from Year 12 who meet the conditions for Discretionary Entrance
- School students aged under 16, with outstanding academic achievement and demonstrated maturity to succeed in a university environment
- Home-school students who have achieved New Zealand University Entrance (UE) standard
- School-leavers seeking selection via the Aspiration to Business admission scheme (See pg 24.)
- Students with relevant work experience who are at least 20 years old on or before the first day of the semester

Applying for credit

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

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

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

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### Academic English Language Requirement (AELR)

The University has an Academic English Language Requirement (AELR) for all its undergraduate programmes. The AELR aims to ensure you have sufficient competence in academic English to support your study at University. You must meet the AELR if you are admitted to an undergraduate programme and you are a domestic student, an international student applying on the basis of a New Zealand secondary school qualification, or an international student applying on the basis of results at another New Zealand tertiary institution.

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

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

For further information, see www.auckland.ac.nz/aelr
Targeted admission schemes and scholarships

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

Targeted admission schemes

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

Māori and other Pacific admission scheme (MOPAS)

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

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

- NCEA rank score ≥ 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 ≥ 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 ≥ 25

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

For more information on the scheme and deadlines for applications visit www.business.auckland.ac.nz/mopas or email comenquiry@auckland.ac.nz

Aspiration to Business admission scheme

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

For more information on the scheme and deadlines for applications visit www.business.auckland.ac.nz/A2B or email comenquiry@auckland.ac.nz

Applying for a scholarship

Each year the University and New Zealand’s business community offer scholarships and awards to students who demonstrate aptitude and excellence in their fields.

We encourage our students to apply for awards in their area of study. Whether you win a scholarship or not, the application process provides networking opportunities and valuable experience that will help to hone your interview skills.

www.auckland.ac.nz/business-scholarships

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Ngāi Tahu, Ngāti Kahungunu, Ngāti Porou

Te Wai is studying a Bachelor of Commerce and Bachelor of Arts conjoint degree, majoring in Politics and International Relations, Māori Studies, Economics and International Business. He is the Co-President of Te Mana Pākihi, the Māori Commerce Students’ Association. Te Wai was a recipient of the Matakahi Scholarship, Toi Uru Roa Scholarship, and the Chancellor’s Award for Top Māori and Pacific Scholars, and was Māori Business Student of the Year in 2018.

“Receiving those scholarships from the University of Auckland has opened up a world of opportunity for me. I wouldn’t be where I am, or who I am, without them.”
Overseas learning opportunities

360 International offers you the opportunity to complete part of your University of Auckland degree overseas. There are more than 120 renowned overseas partner universities participating in this exchange programme, which enables you to attend classes for one or two semesters while earning credit towards your University of Auckland degree.

Tuition fees remain the same while you are overseas, and we have scholarship funds available to support many of our successful applicants.

Countries you could go to on exchange include Australia, Belgium, Brazil, Canada, Chile, China, Colombia, Denmark, Finland, France, Germany, Iceland, Ireland, Italy, Japan, Korea, Mexico, the Netherlands, New Caledonia, Norway, Singapore, Spain, Sweden, Switzerland, Taiwan, UK and USA.

Opportunities include a two-semester cohort programme in which you can study in both the US and China. The programme is supported by the recently launched Sir Owen G Glenn Study Abroad Scholarship.

www.auckland.ac.nz/business-scholarships

The University of Auckland provides an excellent online tool to help you identify programmes that suit your degree, in a country that fits your personal preferences.

www.auckland.ac.nz/360

Katie Andrews

Katie is studying towards a Bachelor of Arts/Bachelor of Commerce conjoint degree, majoring in Marketing, International Business and Spanish.

Katie was most recently the recipient of a Centre for Asia-Pacific Excellence (CAPE) scholarship and completed a 12-week business internship in Colombia.

Prior to that, she went to Tecnológico de Monterrey in Mexico for her semester exchange.

“Tecnológico de Monterrey is one of the best universities in Latin America, so my degree as a whole will be recognised even further throughout the world and show that I understand more than one system of education.

“Experiencing another culture as a local was incredible. Studying in Mexico has broadened my world in ways I never thought possible and opened up so many opportunities for me.

“I hope more students will choose Mexico as their exchange destination. Mexico is a beautiful country with so much culture and so many opportunities on offer. The University of Auckland’s partner there is very prestigious and provides a great education experience.”
Frequently asked questions

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

What subjects do I need to have studied at Year 12 and 13?
Study of NCEA Level 3 Statistics (or Cambridge International AS Mathematics) is highly recommended. Students intending to major in technical/quantitative Economics or Finance are advised to study Calculus in Year 13.
Students are advised to include no more than two of Accounting, Economics and Business Studies in their Year 13 programme. Previous study of Accounting and/or Economics at secondary school level is recommended but not essential.

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

Can I transfer between the BCom and BProp degrees?
Yes. The earlier the transfer occurs the more likely a complete transfer of credit will be possible, given the specific requirements of each degree.

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

How much credit will I receive if I have previously studied and completed an undergraduate degree at another university?
You will be eligible to credit up to 120 points. The exact amount of credit will depend on whether the courses you have studied are similar to those offered within the University of Auckland’s BCom or BProp degrees. We require students who wish to obtain a University of Auckland degree to complete at least one-third of their degree at the University of Auckland, including the advanced courses within the major.

Is it possible to gain entry into the BCom or BProp from the New Zealand Diploma in Business with 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.
If you have completed the NZDipBus 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).

How much will my degree cost?
If you are starting tertiary study for the first time, you may be eligible for one year of fees-free study.
www.auckland.ac.nz/feesfreefirstyear
Tuition fees for 2019 (for international students enrolled in a full-time load of 120 points) for the BCom and BProp have already been set at $37,141.
In addition to the tuition fees, students pay a Student Services Fee. In 2019 (for students enrolled in a full-time load of 120 points) the fee was $847.20.
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 2020 is 8 December 2019.
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.

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

Got a question?
AskAuckland has answers to frequently asked questions about the University of Auckland. Find information about programmes and courses, applications for admission, enrolment, and much more at www.askauckland.ac.nz
To find out about our wide range of accommodation options, visit www.accommodation.auckland.ac.nz
View our list of extensive scholarships at www.auckland.ac.nz/scholarships
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 for and enrol in your chosen programme.

First you need to apply

Go online 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.

www.auckland.ac.nz/applynow

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 2019 school results are received. It is advisable, however, to apply for all programmes that you might wish to enrol in before the closing date (8 December 2019). Late applications 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 at www.studentservices.auckland.ac.nz
• Once you’ve signed in, you can view your programme requirements.
• For more information on how to enrol, visit www.auckland.ac.nz/enrolment

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

• Visit the Business Student Centre.
• Use a degree planning sheet at www.business.auckland.ac.nz/prospectus
• Email comenquiry@auckland.ac.nz
• Come to Open Day on Saturday 31 August 2019.

You need to make sure you pay your fees!

You’ll find all the details at www.auckland.ac.nz/fees
Stuck? At any point in the process you can find answers to your questions 24/7 at www.askauckland.ac.nz
Or there’s someone who can help during business hours at 0800 61 62 63 or at studentinfo@auckland.ac.nz

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

Key dates

Notification of acceptance
Mid to late January 2020 for Semester One

Semester One
Monday 2 March 2020 – Monday 29 June 2020

Semester Two
Monday 20 July 2020 – Monday 16 November 2020

Disclaimer

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

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