



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

# BUSINESS SCHOOL

UNDERGRADUATE PLANNING GUIDE

2017



# Welcome to the Business School

The University of Auckland Business School offers a number of undergraduate degree programmes. We look forward to assisting you in planning the degree or conjoint degrees combination that will help to launch your future career. Programme planning advice, including specific advice about double majors and conjoint degrees, is available from specialist advisers in the Business Student Centre.



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

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

**SUSAN LAURENSEN**

MCom, MA

Associate Dean (Academic Programmes and International),  
the University of Auckland Business School

## Contents

### Welcome to the University of Auckland Business School

Welcome from the Associate Dean	2
Contents	2
Programmes	3
Planning your study	4
Conjoint degrees	6
Further study options	8

### What can you study?

Accounting	9
Commercial Law	10
Economics	11
Finance	12
Information Management	13
Information Systems	14
Innovation and Entrepreneurship	15
International Business	16
International Trade	17
Management	18
Marketing	19
Operations and Supply Chain Management	20
Taxation	21
Bachelor of Property	22

### Course descriptions and requirements

Course schedule	23
General Education	38
Academic progress	39

# 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> <ul style="list-style-type: none"> <li>BA/BCom (4 years)</li> <li>BCom/BHSc (4 years)</li> <li>BCom/BMus (4 years)</li> <li>BCom/BProp (4 years)</li> <li>BCom/BSc (4 years)</li> <li>BCom/BE(Hons) (5 years)</li> <li>BCom/LLB (5 years)</li> <li>BCom/LLB(Hons) (5.5 years)</li> </ul> </div> <div style="width: 45%;"> <p><b>BProp conjoint degrees</b></p> <ul style="list-style-type: none"> <li>BCom/BProp (4 years)</li> <li>BProp/BSc (4 years)</li> <li>BProp/LLB (5 years)</li> <li>BProp/LLB(Hons) (5.5 years)</li> <li>BE(Hons)/BProp (5 years)</li> </ul> </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

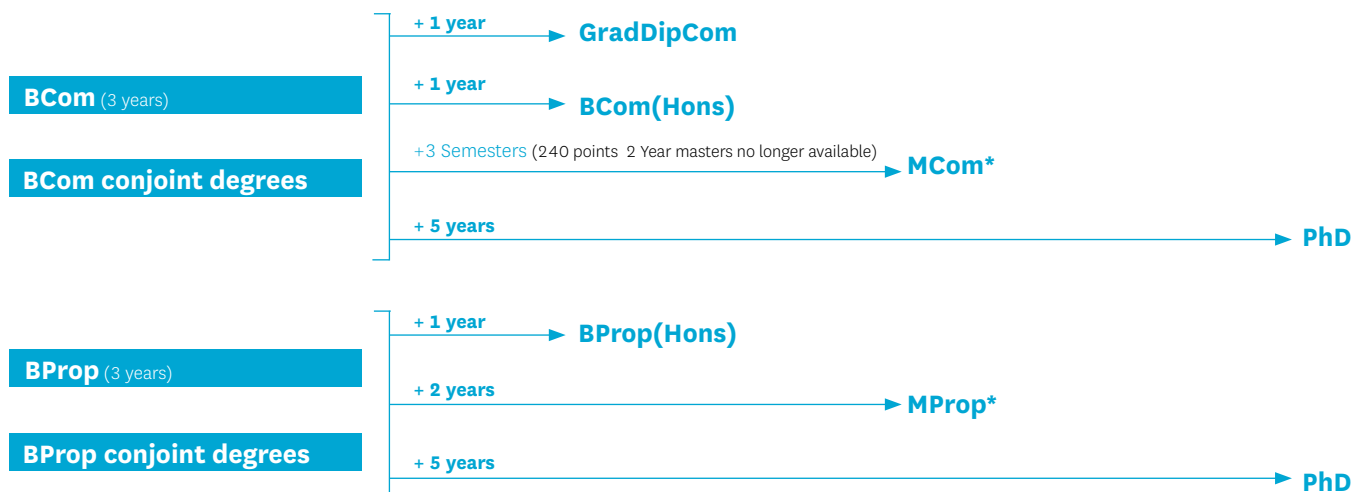
programme. The pathways are indicated in the diagram below.

Professional degree options include the Master of Management, Master of International Business, Master of Professional Accounting, Master of Applied Finance, Master of Marketing,

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)



# Planning your study

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

## First-year core programme

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

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

#### Semester One\*

BUSINESS 101 - Business and Enterprise 1
ACCTG 101 - Accounting Information
ECON 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 1.5-point course chosen from the following:

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

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

\*\* ECON 191 Business Economics is a non-continuing course for students not intending to major in Economics.

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

## Academic English Language Requirement (AELR)

In 2016, the University introduced an Academic English Language Requirement (AELR) into all its undergraduate programmes. The aim of the AELR is to ensure you have a sufficient level of competence in academic English to support your study at University. The AELR will not affect whether you are offered a place on a programme, and may be met through your entry qualification or through satisfactory completion of an approved course in your first year of study. For Business students, this course is ACADENG 104 Academic English for Business.

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

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

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

## ACADENG 104

### Academic English for Business

#### Description

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

#### Who this course might particularly suit

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

Students who have not met the AELR requirements must take ACADENG 104. These students can substitute the ACADENG 104 course for one of their required General Education courses (refer page 38).

Other students who elect to take an ACADENG course which is 'non-G' (General Education) coded cannot substitute the ACADENG course for one of their required General Education courses. For a list of approved ACADENG courses, see [www.auckland.ac.nz/aelr](http://www.auckland.ac.nz/aelr)



## Bachelor of Commerce

### BCom requirements

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

**Core:** 105 points (7 courses):

BUSINESS 101 and 102, ACCTG 101, COMLAW 101, ECON 191 or 101, INFOSYS 110, STATS 108  
255 points (17 courses) including:

- At least 180 points (12 courses) above Stage I, with at least 75 points (5 courses) at Stage III from the BCom course schedule including the requirements of your chosen major(s)
- 45 points (3 courses) at any level with no more than 30 points (2 courses) of electives
- 30 points (2 courses) in General Education approved for the degree

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

### BCom majors

There are 12 majors to choose from in the BCom.

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

- Accounting: ACCTG 102
- Economics: ECON 101, 111 and MATHS 108 (or 150 or 153)
- Finance: ACCTG 102 and MATHS 108 (or 150 or 153)

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

### BCom majors

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

### Advice

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

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

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

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

### Language courses

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

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

## Bachelor of Business and Information Management

\* Note: No new admissions from 2014

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

## Bachelor of Property

### BProp requirements

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

**Core:** 105 points (7 courses):

BUSINESS 101 and 102, ACCTG 101, COMLAW 101, ECON 191, INFOSYS 110, STATS 108

- 15 points (1 course): PROPERTY 102
- 120 points (8 courses): PROPERTY 211, 221, 231, 241, 251, 261, 271, 281
- 90 points (6 courses): PROPERTY 311-384
- 30 points (2 courses) in General Education approved for the degree

You should prioritise the completion of all Stage I courses before enrolling in Stage II courses, and to prioritise all Stage II courses before enrolling in Stage III courses. As Stage II and III courses are generally offered only once a year, it is important to plan carefully.

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

### Advice

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

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

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

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

For further information about the requirements please refer to page 22.

The BProp can be partnered with the following degrees: BCom, BE(Hons), BSc, LLB, and LLB(Hons). See page 7.

## Sample BCom degree structure (for double major)

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

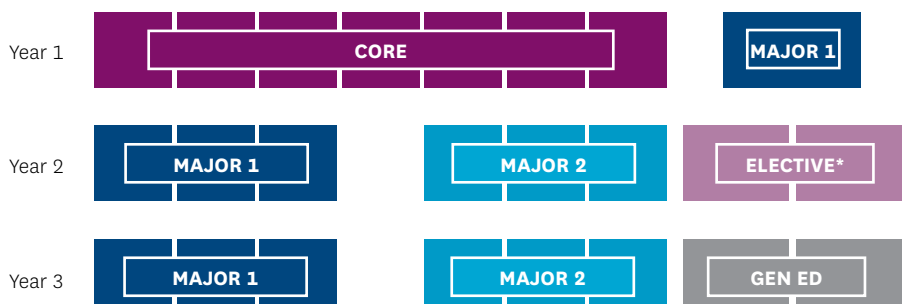
**Year one:** 7x Core courses, 1x Major One course

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

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

For more detailed course requirements, visit

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



# Conjoint degrees

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

## Conjoint degree planning

You are advised:

- To plan your conjoint programme carefully as the structure of the conjoint degrees provides less flexibility than the standard degree structures
- To use the degree planner for your chosen programme. Copies can be obtained from the Student Centre or from [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)
- To 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
- Students who have not met the AELR requirements must substitute one of their General Education courses for ACADENG 104 Academic English for Business (refer page 4)
- To expect to be able to include only one major in the BCom conjoint component
- To enrol in a maximum of four courses in your first semester of university study
- To seek programme planning advice on a regular basis from the Student Advisers in the Student Centres for each of your degrees
- To retain a place in the conjoint programme you must maintain a cumulative GPA of 3.5 each year, except for BE(Hons) which requires a GPA of 4.0 each year.

## BCom conjoint degrees

### BA/BCom, BCom/BMus, BCom/BSc and BCom/BHSc

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

- **255 points from the BCom schedule comprising:**  
**Core: 105 points (7 courses):**
  - From 2014: ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 191 or 101, INFOSYS 110, STATS 108**At least 150 points (10 courses)**
  - Of which at least 135 must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **255 points for the partner degree component (refer to the advice from the partner faculty)**
- **15 points from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination**
- **15 points from courses available for any programme at this University.**

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

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

### BCom/BE(Hons)

To meet the requirements for the BCom/BE(Hons) conjoint degrees combination, you will need to pass 675 points as follows:

- **255 points for the BCom schedule comprising:**  
**Core:**
  - From 2014: 90 points (6 courses): ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 191 or 101, INFOSYS 110\***From 2014 at least 165 points (11 courses):**
  - Of which at least 135 must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **405 points for the BE(Hons) component (refer to the advice from the partner faculty)**
- **15 points (1 course) from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.**

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

### BCom/BProp

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

- **255 points as listed for the BCom component in the BA/BCom section**
- **255 points for the BProp component comprising:**  
**135 points (9 courses):**  
**120 points (8 courses):**
  - **15 points from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination**
  - **15 points from courses available for any programme at this University.**

### BCom/LLB

To meet the requirements for the BCom/LLB conjoint degrees combination you will need to pass 660 points as follows:

- **255 points for the BCom component comprising:**  
**Core: 90 points (6 courses):**
  - From 2014: ACCTG 101, BUSINESS 101 and 102, ECON 191 or 101, INFOSYS 110, STATS 108**At least 165 points (11 courses):**
  - Of which at least 135 must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major
- **390 points for the LLB component (refer to the advice from the partner faculty)**
- **15 points (1 course) from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.**

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

### BCom/LLB(Hons)

To meet the requirements for the BCom/LLB(Hons) conjoint degrees combination you will need to pass 720 points as follows:

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

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

### BProp conjoint degrees

#### BCom/BProp

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

#### BE(Hons)/BProp

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

- 255 points for the BProp component comprising:
  - 165 points (11 courses):
    - At least 90 points (6 courses) from: PROPERTY 311-384
- 405 points for the BE(Hons) component degree (refer to the advice from the partner faculty)
- 15 points from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

#### BProp/BSc

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

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

### BProp/LLB

To meet the requirements for the BProp/LLB conjoint degrees combination you will need to pass 660 points as follows:

- 255 points for the BProp component comprising: 165 points (11 courses):
  - At least 90 points (6 courses) from: PROPERTY 311-384
- 390 points for the LLB component (refer to advice from the partner faculty)
- 15 points (1 course) from courses listed in the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

#### BProp/LLB(Hons)

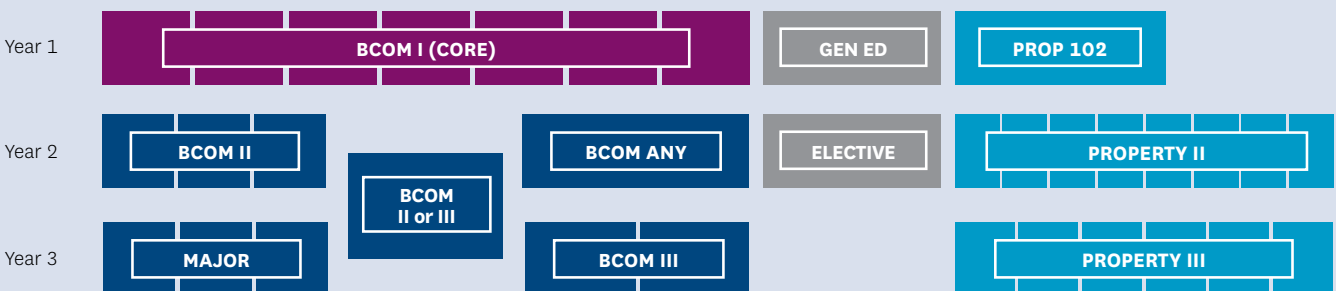
To meet the requirements for the BCom/LLB(Hons) conjoint degrees combination you will need to pass 720 points as follows:

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

## 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





# Further study options

We offer a range of other study options that will complement your undergraduate degree. Our postgraduate degrees offer both research and coursework pathways.

## Graduate Diploma in Commerce

To be admitted to the Graduate Diploma in Commerce, you need to have completed the requirements for the BCom, BBIM or BProp degree, or any other approved degree or approved professional qualification in commerce. You may however also enrol in this diploma after gaining at least 345 points for the BCom, BBIM or BProp degree but will not be awarded the diploma until such qualifying degree is completed.

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

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

The regulations do not allow:

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

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

It is recommended that you seek further advice about planning your programme from a Student Academic Adviser in the Business Student Centre prior to enrolment.

## Postgraduate Programmes

There is a range of opportunities to progress your studies at the postgraduate level and you are encouraged to consider these. Entry is competitive and selection is based on above average grades in the prerequisites so it is a good idea to review the requirements and plan ahead.

To be admitted to a programme students must have:

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

Information can be obtained from the Business School Student Centre Advisers, the Business School Postgraduate Programmes Prospectus or at [www.business.auckland.ac.nz](http://www.business.auckland.ac.nz)





# Accounting

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

## What you will learn

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

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

## Areas of study

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

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

## Career opportunities

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

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

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

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

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

Accounting major requirements		
Course	Title	Prerequisite
<b>15 points</b>		
ACCTG 102	Accounting Concepts	ACCTG 101 or 191
<b>30 points from</b>		
ACCTG 211	Financial Accounting	ACCTG 102 or 192
ACCTG 221	Cost and Management Accounting	ACCTG 102 or 192
ACCTG 222	Accounting Information Systems	INFOSYS 110 or 120 or INFOMGMT 191 and ACCTG 102 or 192
<b>45 points from the following, including a maximum of 15 points from COMLAW 301, INFOSYS 321, 323</b>		
ACCTG 311	Financial Accounting	ACCTG 211 or 292
ACCTG 312	Auditing	ACCTG 211 or 292, and INFOMGMT 294 or 296 or ACCTG 222
ACCTG 321	Strategic Management Accounting	ACCTG 221 or 291
ACCTG 323	Performance Measurement and Evaluation	Any 30 points at Stage II in Accounting or Finance
ACCTG 331	Revenue and Cost Management	ACCTG 221 or 291
ACCTG 371	Financial Statement Analysis	FINANCE 251 or 261, and ACCTG 211 or 292
ACCTG 381	Special Topic	
ACCTG 382	Special Topic	
COMLAW 301	Taxation	COMLAW 201 or 203
INFOSYS 321	Enterprise Systems	Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 323	Management of Information Systems	Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG

## Professional accountancy requirements

### Chartered Accountants Australia and New Zealand

Pathways to meet the Institute's academic requirements (for the CA College) are available through both the BCom and BBIM programmes.

For further information refer to the CAANZ website, [www.charteredaccountantsanz.com](http://www.charteredaccountantsanz.com)

### CPA Australia

The Business School's undergraduate degrees are accredited by CPA Australia. It is possible to structure your programme to complete the academic requirements within a three-year BCom or by taking a small set of additional courses following completion of the BBIM degree.

For further information please refer to the CPA Australia website, [www.cpacareers.com.au](http://www.cpacareers.com.au)

## Complementary subjects

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

# Commercial Law

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

## What you will learn

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

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

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

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

## Areas of study

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

## Career opportunities

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

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

Commercial Law major requirements		
Course	Title	Prerequisite
<b>30 points from</b>		
COMLAW 201	Commercial Contracts	COMLAW 101 or 191
COMLAW 203	Company Law	COMLAW 101 or 191
<b>45 points from</b>		
COMLAW 301	Taxation	COMLAW 201 or 203
COMLAW 303	Receiverships and Reconstructions	COMLAW 203 or LAW 417
COMLAW 304	Business Structures for Enterprises	COMLAW 203
COMLAW 305	Financial Markets Law	COMLAW 203
COMLAW 306	Marketing Law	COMLAW 101, MKTG 201; or COMLAW 201 or 203; or COMLAW 101 and at least 30 points at Stage II
COMLAW 311	Advanced Taxation	COMLAW 203 and 301, or LAW 429 and LLB Part II
COMLAW 314	Employment Law	COMLAW 201 or 203; or COMLAW 101 and MGMT 223; or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293
COMLAW 315	Finance and Property Law	COMLAW 201 or 203 or PROPERTY 271
COMLAW 318	Special Topic	Departmental approval
COMLAW 320	Intellectual Property and Innovation	COMLAW 101 and at least 30 points at Stage II
COMLAW 321	Special Topic	
LAWCOMM 422	Competition Law	LAW 201, 211, 231, 241

## Complementary subjects

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

# Economics

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

## What you will learn

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

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

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

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

**Students intending to major in Economics are advised to plan to complete ECON 101 and ECON 111.**

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

## Areas of study

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

## Career opportunities

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

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

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

## Complementary subjects

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

Economics major requirements (BCom only)		
Course	Title	Prerequisite
<b>45 points</b>		
ECON 111	Macroeconomics	ECON 101 (NB ECON 101 and 111 are both required for the major)
ECON 201	Microeconomics	ECON 111 or (180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 150 or 153)
ECON 211	Macroeconomics	
<b>45 points from Stage III</b>		
ECON 202	Managerial Economics	ECON 101 or 191 or by permission of Department Head or nominee
ECON 212	Game Theory	ECON 101 or 191 or MATHS 108 or 150 or 153 or PHIL 101
ECON 221	Introduction to Econometrics	15 points from ECON 101 or 191 or MATHS 108 or 150 or STATS 101 or 102 or 108 or 125 or 191
ECON 232	Development of the International Economy	ECON 101 or 191, and 111
ECON 241	International Economics	ECON 101 or 191, and 111
ECON 271	Special Topic	ECON 101 or 191, and 111
ECON 301	Advanced Microeconomics	ECON 201 and 15 points from MATHS 108, 150 or 153
ECON 302	Economics of Labour Markets	ECON 201
ECON 303	Law and Economics	ECON 201
ECON 304	Firms and Markets	ECON 201 and 15 points from MATHS 108, 150 or 153
ECON 311	Advanced Microeconomics	ECON 211 and 15 points from MATHS 108, 150 or 153
ECON 321	Advanced Econometrics	15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from MATH 108, 150, 153
ECON 322	Applied Econometrics	15 points from ECON 221, STATS 201, 207, 208 or 250
ECON 341	International Trade	ECON 201
ECON 342	Economic Policy in a Globalised World	ECON 241 or 341 or 352
ECON 343	East Asian Growth and Trade	ECON 201 or 232 or 241
ECON 351	Financial Economics	ECON 201 and 15 points from MATHS 108, 150 or 153
ECON 352	International Finance	ECON 201 and 211
ECON 361	Public Economics	ECON 201
ECON 372	Energy and Resource Economics	ECON 201
ECON 373	Environmental Economics	ECON 201
ECON 374	Special Topic	
ECON 381	Foundations of Economic Analysis	ECON 201

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

# Finance

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

## What you will learn

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

## Areas of study

Courses available in the Finance major include:

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

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

Finance major requirements		
Course	Title	Prerequisite
<b>75 points</b>		
ACCTG 102	Accounting Concepts	ACCTG 101 or 191
MATHS 108	General Mathematics 1	See course schedule
FINANCE 251	Financial Management	ACCTG 102 or 192
FINANCE 261	Introduction to Investments	FINANCE 251
MATHS 208	General Mathematics 2	15 points from ENGSCI 111, ENGGEN 150, MATHS 108, 150 or 153
<b>45 points from</b>		
ACCTG 371	Financial Statement Analysis	FINANCE 251 or 261, and ACCTG 211 or 292
FINANCE 351	Advanced Financial Management	FINANCE 251
FINANCE 361	Modern Investment Theory and Management	FINANCE 261 and MATHS 208 or 250
FINANCE 362	Risk Management	FINANCE 261 and MATHS 208 or 250
FINANCE 383	Banking and Financial Institutions	FINANCE 251 or ECON 201 and 211
FINANCE 384	Special Topic	
ECON 352	International Finance	ECON 201 and 211
COMLAW 305	Financial Markets Law	COMLAW 203



## Career opportunities

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

## Complementary subjects

- Economics
- Econometrics
- Mathematics
- Statistics



# Information Management

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

## What you will learn

By choosing this major you will:

- Develop your skills in the management of data
- Learn how to apply information technology to various areas of business
- Build practical experience in web and mobile application implementation for businesses
- Gain knowledge of the application of information systems.

## Areas of study

Information Management deals with the practical and theoretical problems of collecting and analysing information in a business function area.

Topics include:

- Business analysis
- Web application development
- Digital media production
- Knowledge management
- Business intelligence.

## Career opportunities

You will learn a great deal about computers and information technology, but this is not a traditional computer science major. The main aim of the major is to prepare you for management or analyst roles, where a good understanding of computer systems and applications will be highly beneficial.

Careers you could choose are:

- Business analyst/consultant
- Knowledge manager
- IT project manager
- Business intelligence consultant.

## Complementary subjects

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

Information Management major requirements			
Course	Title	Prerequisite	Restriction
<b>30 points from</b>			
INFOMGMT 290	Business Analytics	INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 101 or 107, and STATS 108	
INFOMGMT 292	Data Management	INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105 or 107	INFOSYS 222
<b>30 points from</b>			
INFOMGMT 390	Special Topic	15 pts from Stage II INFOSYS OR INFOMGMT	
INFOMGMT 392	Data Visualisation	30 points at Stage II in Information Management or Information Systems	
INFOMGMT 393	Data Mining and Decision Support	INFOMGMT 292 or INFOSYS 222 or equivalent	
INFOMGMT 394	Business Analytics Capstone	INFOMGMT 290, 292 or INFOSYS 222 or equivalent	
<b>15 points from</b>			
INFOMGMT 390	Special Topic	15 pts from Stage II INFOSYS OR INFOMGMT	
INFOMGMT 392	Data Visualisation	30 points at Stage II in Information Management or Information Systems	
INFOMGMT 393	Data Mining and Decision Support	INFOMGMT 292 or INFOSYS 222 or equivalent	
INFOMGMT 394	Business Analytics Capstone	INFOMGMT 290, 292 or INFOSYS 222 or equivalent	
OPSMGT 357	Project Management	INFOSYS 110 or 120 or INFOMGMT 192 and 30 points at Stage II	



# Information Systems

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

## What you will learn

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

## Areas of study

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

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

## Career opportunities

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

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

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

## Information Systems major requirements

Course	Title	Prerequisite
<b>30 points</b>		
INFOSYS 220	Business Systems Analysis	INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105 or 107
INFOSYS 222	Database Systems	INFOSYS 110 or 120 or COMPSCI 105 or 107
<b>45 points (or 75 points if INFOSYS 345 is selected) from</b>		
INFOSYS 320	Information Systems Design	INFOMGMT 291 or INFOSYS 220, INFOMGMT 292 or INFOSYS 222, INFOSYS 280 or COMPSCI 280 or equivalent
INFOSYS 321	Enterprise Systems	Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 322	Data Communications and the Internet	INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 101 Note: Restriction: INFOSYS 224
INFOSYS 323	Management of Information Systems	Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 330	Databases and Business Intelligence	INFOMGMT 292 or INFOSYS 222 and either INFOMGMT 292 or INFOSYS 280 or COMPSCI 101 or 107 or equivalent
INFOSYS 338	Contemporary Issues in Information Systems	INFOSYS 110 or equivalent and 30 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 339	LANs, WANs, and Wireless Infrastructure	INFOSYS 224 or 322
INFOSYS 341	Management of Information Security	15 points from INFOSYS 220, 222, 223, 224 or ACCTG 222 or INFOMGMT 291, 292
INFOSYS 344	Special Topic	
INFOSYS 345 A and B	Business Project	INFOMGMT 291 or INFOSYS 220, INFOMGMT 292 or INFOSYS 222, INFOSYS 280 or COMPSCI 280 or equivalent; or OPSMGT 255 and 258, and GPA of 4 or higher. Final enrolment subject to course supervisor approval
INFOMGMT 392	Data Visualisation	30 points at Stage II in Information Management or Information Systems
OPSMGT 357	Project Management	INFOSYS 110 or 120, or INFOMGMT 192 and 30 points at Stage II

## Complementary subjects

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

# Innovation and Entrepreneurship

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

## What you will learn

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

## Areas of study

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

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

## Career opportunities

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

## Complementary subjects

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

Innovation and Entrepreneurship major requirements			
For students commencing from 2012			
Course	Title	Prerequisite	Restriction
<b>30 points</b>			
<b>New Course</b> INNOVENT 203	The Entrepreneurial Mindset	BUSINESS 102 or MGMT 101 or 90 points passed or 60 points Part I Engineering	
INNOVENT 204	Understanding Entrepreneurial Opportunities	BUSINESS 101 and 102, or SCIGEN 201	INNOVENT 202
<b>45 points</b>			
INNOVENT 301	Technology and Innovation for Business Growth	15 points from ENGGEN 302, 303, INNOVENT 201, 203, MGMT 202, 211, SCIGEN 201	
INNOVENT 302	Innovation Management	INNOVENT 201 or MGMT 202 or SCIGEN 201 or ENGGEN 302 or 303	MGMT 305
INNOVENT 303	Entrepreneurship	15 points from ENGGEN 302, 303, INNOVENT 201, 203, MGMT 202, 211, SCIGEN 201	MGMT 303
INNOVENT 305	Special Topic	15 points from ENGGEN 302, 303, INNOVENT 201, 203, MGMT 202, 211, SCIGEN 201	
INNOVENT 307	Ecosystems for Innovation and Entrepreneurship	15 points from ENGGEN 302, 303, INNOVENT 201, 203, MGMT 202, 211 SCIGEN 201	
BUSINESS 304	Strategic Management	At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship	MGMT 302
<b>For students enrolled pre - 2012</b>			
<b>75 points comprising:</b>			
• 30 points: INNOVENT 201 or MGMT 202, INNOVENT 202			
• 45 points: INNOVENT 301, INNOVENT 302 or MGMT 305, INNOVENT 303 or MGMT 303, INNOVENT 305, BUSINESS 304 or MGMT 302			

# International Business

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

## What you will learn

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

## Areas of study

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

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

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

## Career opportunities

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

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

## Complementary subjects

- Economics
- Marketing
- Management
- Geography
- Languages

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



# International Trade

The BCom major in International Trade was suspended at the end of 2014. International Trade is concerned with the exchange of capital, goods and services across international borders or territories.

## What you will learn

You will learn about International Trade using economic analysis and practical management perspectives, with an option to include International Law as well.

## Areas of study

Areas of study include international business environment; government and the global firm, economics and commercial law; business in Europe, the Americas and the Asia-Pacific region; and how New Zealand competes in the international trade market.

## Career opportunities

If you study International Trade at undergraduate level, you may decide to follow one of these career paths: trade policy adviser, international trade consultant or industrial business manager.

## International Trade major requirements

### Requirements for students enrolled pre - 2015

Course	Title	Prerequisite
<b>60 points</b>		
ECON 201	Microeconomics	ECON 101 and MATHS 108 or 150 or 153
INTBUS 201	Foundations of International Business	BUSINESS 102 or MGMT 101, and ECON 101 and 111 or 191
ECON 341	International Trade	ECON 201
INTBUS 305	Governing International Business	BUSINESS 200 or INTBUS 201 or 210 or 211
<b>15 points from</b>		
ECON 342	International Economic Policy	ECON 241 or 341 or 352
ECON 343	East Asian Growth and Trade	ECON 201
ECON 352	International Finance	ECON 201 and 211
INTBUS 306	Global and Regional Business	INTBUS 201 or 202 or 210 or 211 or BUSINESS 200



# Management

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

## What you will learn

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

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

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

## Areas of study

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

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

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

## Career opportunities

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

## Complementary subjects

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

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

# Marketing

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

## What you will learn

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

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

## Areas of study

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

## Career opportunities

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

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

## Complementary subjects

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

Marketing major requirements		
Course	Title	Prerequisite
<b>60 points</b>		
MKTG 201	Marketing Management	ECON 191 or 101 and, MGMT 101 or BUSINESS 102 or 192 and STATS 108 or 191
MKTG 202	Marketing Research	MKTG 201 or 291
MKTG 301	Marketing Strategy	MKTG 201 or 291 and MKTG 202 or 292
MKTG 303	Buyer Behaviour	MKTG 201 or 291
<b>15 points from</b>		
MKTG 302	Advanced Marketing Research	MKTG 201 or 291, and MKTG 202 or 292
MKTG 305	Services Marketing and Management	MKTG 201 and 202
MKTG 306	Advertising and Promotion	MKTG 201 or 291, and MKTG 202 or 292
MKTG 312	Special Topic	MKTG 201 and 202
MKTG 313	Special Topic	MKTG 201 and 202
MKTG 314	Creating and Managing Customer Value	MKTG 201 or 291



# Operations and Supply Chain Management

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

## What you will learn

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

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

## Areas of study

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

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

## Career opportunities

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

## Complementary subjects

- Accounting
- Marketing
- Management
- Engineering
- Information Systems

Operations and Supply Chain Management major requirements		
Course	Title	Prerequisite
<b>30 points</b>		
OPSMGT 255	Introduction to Operations and Supply Chain Management	INFOSYS 110 or 120 and STATS 101, 108 or 191
OPSMGT 258	Business Process Design	INFOSYS 110 or 120 and STATS 101, 108 or 191
<b>15 points</b>		
OPSMGT 370	Operations and Supply Chain Strategy	OPSMGT 255 or ENGGEN 303
<b>plus 30 points from (or 60 points if INFOSYS 345 is selected)</b>		
OPSMGT 357	Project Management	INFOSYS 110 or 120, or INFOMGMT 192 and 30 points at Stage II
OPSMGT 371	Business Logistics	OPSMGT 255 or STATS 255 or ENGSCI 255
OPSMGT 372	Quality Management	STATS 108 or 101 or INFOMGMT 192 and 30 points at Stage II
OPSMGT 376	Strategic Procurement	OPSMGT 225 or ENGGEN 303 and 30 points at Stage II
OPSMGT 384	Special Topic	
OPSMGT 385	Special Topic	
INFOSYS 321	Enterprise Systems	Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOSYS, MKTG, OPSMGT, SOFTENG
INFOSYS 345 A and B	Business Project	INFOMGMT 291 or INFOSYS 220, and INFOMGMT 292 or INFOSYS 222, and INFOSYS 280 or COMPSCI 280 or equivalent; or OPSMGT 255 and 258, and a GPA of 4 or higher (INFOSYS 345 = 45 points and students must enrol in INFOSYS 345 A (15 points) and B (30 points)



# Taxation

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

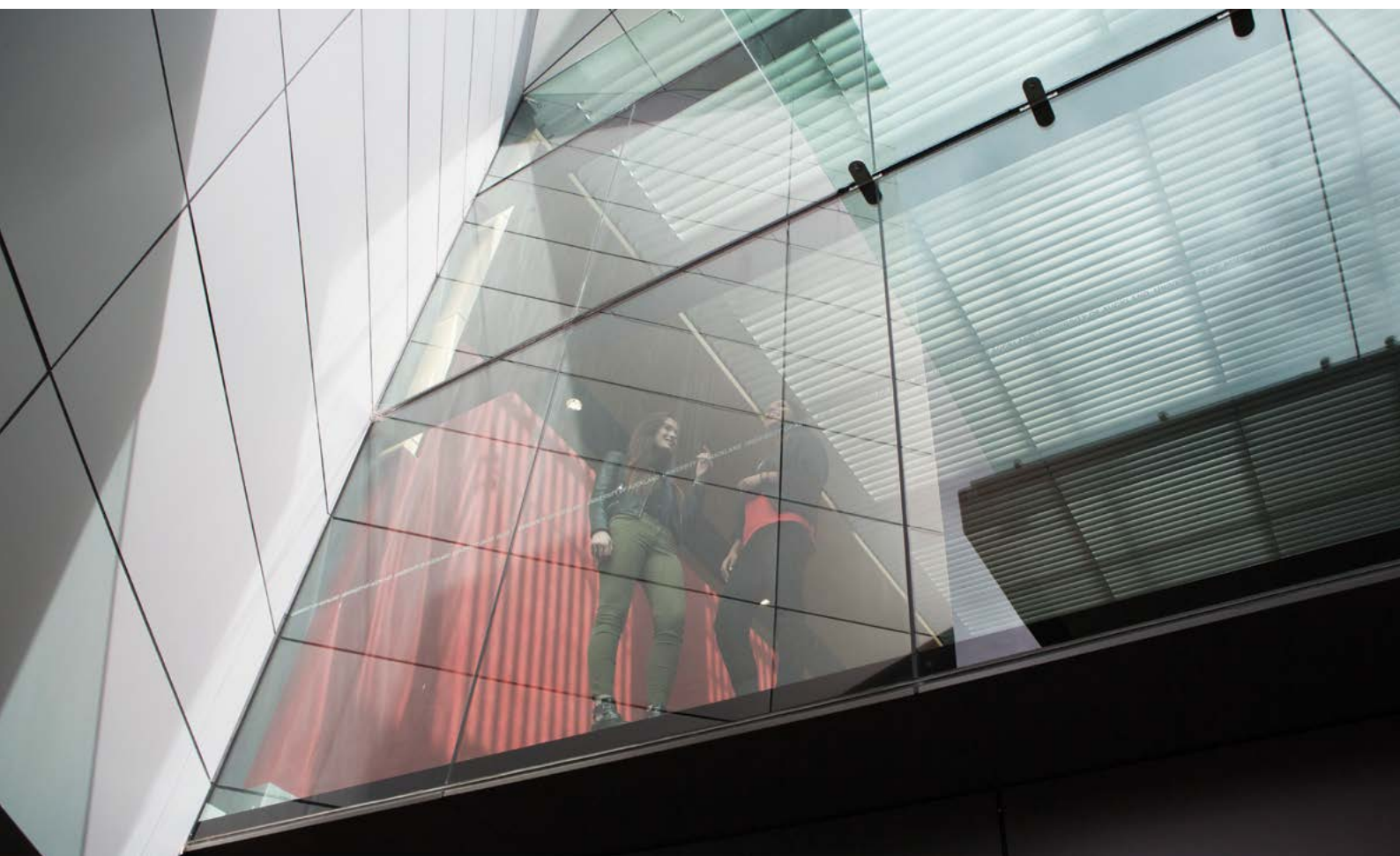
## Career opportunities

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

## Complementary subjects

- Accounting
- Finance
- Economics

Taxation major requirements		
Course	Title	Prerequisite
<b>30 points from</b>		
COMLAW 201	Commercial Contracts	COMLAW 101 or 191
COMLAW 203	Company Law	COMLAW 101 or 191
<b>30 points</b>		
COMLAW 301	Taxation	COMLAW 201 or 203
COMLAW 311	Advanced Taxation	COMLAW 203 and 301, or LAW 429 and LLB Part II
<b>15 points from</b>		
ACCTG 311	Financial Accounting	ACCTG 211 or 292
ACCTG 371	Financial Statement Analysis	FINANCE 251 or 261, and ACCTG 211 or 292
ECON 361	Public Economics	ECON 201
FINANCE 361	Modern Investment Theory and Management	FINANCE 261 and MATHS 208 or 250



# Bachelor of Property

Property constitutes a major proportion of the world's wealth. In New Zealand the property base is in excess of \$400 billion and New Zealand property professionals have a vital role in impacting on the performance and growth of that asset base.

The Bachelor of Property provides students with the academic background to enter any branch of the property profession in New Zealand or internationally.

## What you will learn

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

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

## Areas of study

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

## Career opportunities

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

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

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

<b>Bachelor of Property – (For students first enrolled from 2016)</b> For students enrolled pre-2016 see <a href="http://www.bprop.auckland.ac.nz">www.bprop.auckland.ac.nz</a>		
Course	Title	Prerequisite
<b>Core: 105 points (7 courses)</b>		
BUSINESS 101	Business & Enterprise 1	
BUSINESS 102	Business & Enterprise 2	
ACCTG 101	Accounting Information	
COMLAW 101	Law in a Business Environment	
ECON 191	Business Economics	
INFOSYS 110	Business Computing	
STATS 108	Statistics for Commerce	
<b>15 points (1 course)</b>		
PROPERTY 102	Introduction to Property	
<b>120 points (8 courses)</b>		
PROPERTY 211	Property Valuation	PROPERTY 102 or ACCTG 101
PROPERTY 221	Property Marketing	PROPERTY 102 or BUSINESS 102
PROPERTY 231	Property Management	PROPERTY 102 or BUSINESS 102
PROPERTY 241	Land-use Planning and Controls	PROPERTY 102 or ECON 191 or ECON 101
PROPERTY 251	Property Finance and Investment	PROPERTY 102 or ACCTG 101
PROPERTY 261	Property Economics	PROPERTY 102 or ECON 191 or ECON 101
PROPERTY 271	Property Law	PROPERTY 102, COMLAW 101
PROPERTY 281	Building Construction	PROPERTY 102 or BUSINESS 102
<b>90 points (6 courses)</b>		
PROPERTY 311	Advanced Valuation	90 points from PROPERTY 211-281
PROPERTY 312	Plant and Machinery Valuation	90 points from PROPERTY 211-281
PROPERTY 321	Advanced Property Marketing	90 points from PROPERTY 211-281
PROPERTY 331	Advanced Property Management	90 points from PROPERTY 211-281
PROPERTY 342	Property Development	90 points from PROPERTY 211-281
PROPERTY 351	Advanced Property Finance and Investment	90 points from PROPERTY 211-281
PROPERTY 370	Building Surveying	90 points from PROPERTY 211-281
PROPERTY 371	Property Project	90 points from PROPERTY 211-281
PROPERTY 372	Applied Valuation Project	90 points from PROPERTY 211-281
PROPERTY 380	Property Issues and Trends	90 points from PROPERTY 211-281
PROPERTY 382	Māori Land Issues	90 points from PROPERTY 211-281
PROPERTY 384	Special Topic	90 points from PROPERTY 211-281
<b>30 points General Education (2 courses)*</b>		
General Education courses	Courses approved for this degree	

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

# Course schedule

Find out which courses are available in each semester in 2017.

## KEY

SS Summer School

S1 Semester One

S2 Semester Two

N/A Not available in 2016

## Academic English

### ACADENG 104 S1, S2

#### Academic English for Business

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

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

## Accounting

### ACCTG 101 SS, S1, S2

#### Accounting Information

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

**Restriction:** ACCTG 191

### ACCTG 102 SS, S1, S2

#### Accounting Concepts

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

**Prerequisite:** ACCTG 101 or 191

**Restriction:** ACCTG 192

### ACCTG 151G S1

#### Financial Literacy

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

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

### ACCTG 211 S1, S2

#### Financial Accounting

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

**Prerequisite:** ACCTG 102 or 192

**Restriction:** ACCTG 292

### ACCTG 221 S1, S2

#### Cost and Management Accounting

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

**Prerequisite:** ACCTG 102 or 192

**Restriction:** ACCTG 291

### ACCTG 222 S1, S2

#### Accounting Information Systems

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

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 191, and ACCTG 102 or 192

### ACCTG 311 S1, S2

#### Financial Accounting

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

**Prerequisite:** ACCTG 211 or 292

**Restriction:** ACCTG 392

### ACCTG 312 S1, S2

#### Auditing

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

**Prerequisite:** ACCTG 211 or 292, and INFOMGMT 296 or 294 or ACCTG 222

### ACCTG 321 S1

#### Strategic Management Accounting

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

**Prerequisite:** ACCTG 221 or 291

### ACCTG 323 S2

#### Performance Measurement and Evaluation

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

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

### ACCTG 331 S2

#### Revenue and Cost Management

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

**Prerequisite:** ACCTG 221 or 291

### ACCTG 371 S1, S2

#### Financial Statement Analysis

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

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

### ACCTG 381 N/A, S1, NT

Special Topic

### ACCTG 382 N/A

Special Topic

## Business

### BUSINESS 101 S1, S2

#### Business and Enterprise 1

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

**Restriction:** MGMT 101, BUSINESS 191

### BUSINESS 102 S1, S2

#### Business and Enterprise 2

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

**Prerequisite:** BUSINESS 101

**Restriction:** MGMT 101, BUSINESS 192

### BUSINESS 151G S1, S2

#### Communication in a Multicultural Society

Develops communication knowledge and skills for students' careers and interpersonal and intercultural relationships in this theory-based, but practical study of communication knowledge. Offers opportunities to improve your communication knowledge, competencies and skills through the study of interpersonal and intercultural relationships, information literacy, different forms of writing, group communication processes, oral presentations and the impact of technology on communication behaviours.

**Restriction:** BUSINESS 291, MGMT 291

### BUSINESS 200 N/A

#### Understanding Business Context

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

**Prerequisite:** BUSINESS 102 or MGMT 101

**Restriction:** MGMT 231, INTBUS 210

### BUSINESS 201 N/A

#### Special Topic

### BUSINESS 291 N/A

#### Communication Processes

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

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

**Restriction:** MGMT 291

### BUSINESS 301 N/A

#### Special Topic

### BUSINESS 302 N/A

#### Special Topic

### BUSINESS 303 N/A

#### Special Topic

### BUSINESS 304 S1, S2

#### Strategic Management

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

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

**Restriction:** MGMT 302

### BUSINESS 309 N/A

#### Finance and Marketing in Entrepreneurial Ventures

Examines the foundation of finance and marketing in entrepreneurial ventures operating in areas of high-tech and high-growth. Topics include financial management such as analysis of financial statements, forecasting, valuation, funding and investments, and marketing topics in relation to market identification, validation and penetration and the selling of innovative products and services into national and international markets.

**Prerequisite:** INNOVENT 201 or SCIGEN 201

**Restriction:** INNOVENT 202, BUSINESS 328

### BUSINESS 328 N/A

#### Special Topic

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

**Restriction:** BUSINESS 309

### BUSINESS 390 N/A

#### BBIM Capstone Project

Applied project that requires the integration of skills and theory in both business and information management. Builds directly on courses previously completed in the BBIM programme, consolidating existing skills and knowledge in an applied business setting.

**Prerequisite:** BUSINESS 291 or OPSMG 357 and either: MKTG 202 and 303, or ACCTG 221 and 211

**Restriction:** BUSINESS 391, 392



## Commercial Law

### COMLAW 101 SS, S1, S2

#### Law in a Business Environment

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

**Restriction:** COMLAW 191

### COMLAW 201 S1, S2

#### Commercial Contracts

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

**Prerequisite:** COMLAW 101 or 191

### COMLAW 203 S1, S2

#### Company Law

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

**Prerequisite:** COMLAW 101 or 191

### COMLAW 209 N/A

#### Special Topic

**Prerequisite:** COMLAW 101 or 191

### COMLAW 301 S1, S2

#### Taxation

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

**Prerequisite:** COMLAW 201 or 203

### COMLAW 303 S2

#### Receiverships and Reconstructions

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

**Prerequisite:** COMLAW 203 or LAW 417

### COMLAW 304 S1

#### Business Structures for Enterprises

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

**Prerequisite:** COMLAW 203

### COMLAW 305 S1

#### Financial Markets Law

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

**Prerequisite:** COMLAW 203

### COMLAW 306 N/A

#### Marketing Law

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

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

### COMLAW 307 N/A

#### International Trade Law

An introduction to the private law relationships which exist between buyers, sellers, insurers and bankers concerned with international trade. Major topics include: the sale of goods contract, the Vienna Convention, CIF and FOB contracts, marine insurance, the bill of lading, the Warsaw Convention and regional trade agreements such as CER.

**Prerequisite:** COMLAW 201

### COMLAW 311 S2

#### Advanced Taxation

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

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

**Restriction:** LAW 409

### COMLAW 314 S2

#### Employment Law

The success of a business depends on maintaining a productive relationship with employees. Employment Law covers the legal principles governing the employment relationship. Specific topics include bargaining, personal grievances, enforcement of employment contracts, strikes and lockouts, the rules regarding holidays and health and safety obligations.

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

**Restriction:** COMLAW 204

## COMLAW 315

S1

### Finance and Property Law

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

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

## COMLAW 318 S1, NT, N/A

### Special Topic

## COMLAW 320

S2

### Intellectual Property and Innovation

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

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

## COMLAW 321

N/A

### Special Topic

## LAWCOMM 422

S2

### Competition Law

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

**Prerequisite:** LAW 201, 211, 231, 241 or COMLAW 201 and 203

**Restriction:** LAW 419

## Economics

**NB: New requirements for major provide quantitative and non-quantitative pathways from 2017.**

## ECON 101

SS, S1, S2

### Microeconomics

Offers an introduction to the workings of market systems. This course deals with the economic behaviour of consumers and firms, covering analysis of demand and supply of goods, services and resources within an economy. The framework developed is used to examine and evaluate the operation of the market mechanism for various market structures and government policies.

**Restriction:** ECON 191

## ECON 111

SS, S1, S2

### Macroeconomics

Analyses aggregate economic activity in the national economy and its inter-relationships with the rest of the world. Emphasis is placed on basic principles involved in the determination of the level of national output, the aggregate price level and the money supply. Alternative explanations of key macroeconomic problems and relevant economic policies are compared. The theoretical concepts are illustrated from a range of New Zealand and international applications.

**Prerequisite:** ECON 101

## ECON 151G

SS, S2

### Understanding the Global Economy

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

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

## ECON 191

S1, S2

### Business Economics

Introduction to economic analysis, with an emphasis on firms and their operating environment. Pricing and output decisions and cost and profit determination in competitive, imperfectly competitive and monopolistic markets. Macroeconomic factors and policies affecting business activity in a small open economy.

**Restriction:** ECON 101, 111

**Note:** Students intending to major in Economics should enrol in ECON 101 and 111.

## ECON 201

SS, S1, S2

### Microeconomics

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

**Prerequisite:** ECON 101 and MATHS 108 or 150 or 153, or 180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 150 or 153

## ECON 202

N/A

### Managerial Economics

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

**Prerequisite:** ECON 101 or 191

## ECON 211

S1, S2

### Macroeconomics

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

**Prerequisite:** ECON 111 and MATHS 108 or 150 or 153, or 180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 150 or 153

<p><b>ECON 212</b> <span style="float: right;"><b>S1</b></span></p> <p><b>Game Theory and Economic Applications</b></p> <p>An introduction to the fundamental concepts of non-cooperative and cooperative game theory: the concept of strategy, two person constant sum non-cooperative games and the minmax value, non-person non-cooperative games and Nash equilibrium, examples and applications in auctions, bargaining and other economic models, political science and other fields, the idea of backward induction and sub-game perfection, introduction to games in coalitional form, the core and the Shapley value.</p> <p><b>Prerequisite:</b> ECON 101 or 191 and MATHS 108 or 150 or 153 or PHIL 101</p>	<p><b>ECON 241</b> <span style="float: right;"><b>S1</b></span></p> <p><b>International Economics</b></p> <p>An introduction to issues in international trade and finance. Important issues for the international economy and the development of conceptual frameworks for understanding and analysing these issues will be discussed. Topics include: theories of international trade, exchange rate regimes, international capital flows and speculation, multilateral and regional trade agreements, issues in trade policy and the political economy of trade policy.</p> <p><b>Prerequisite:</b> ECON 101 or 191, and 111</p>	<p><b>ECON 304</b> <span style="float: right;"><b>S1</b></span></p> <p><b>Firms and Markets</b></p> <p>An introduction to Industrial Organisation, the analysis of markets with imperfect competition. Industrial Organisation is concerned with the interdependence of market structure, firm behaviour and market outcome. Basic concepts of game theory will be systematically introduced and applied to study strategic firm behaviour in a variety of general and more industry-specific market settings. In each case, we will analyse the implications of the market behaviour for consumers and society and explore the potential role for public policy with instruments like regulation, competition policy and patent policy.</p> <p><b>Prerequisite:</b> ECON 201</p>
<p><b>ECON 221</b> <span style="float: right;"><b>S1, S2</b></span></p> <p><b>Introduction to Econometrics</b></p> <p>An introduction to model building and empirical research methods in economics. Emphasises the use and interpretation of single equation regression techniques in formulating and testing microeconomic and macroeconomic hypotheses. Cross-section and time series modelling, as well as qualitative choice models will be covered. There will be examples of the uses of econometrics in a variety of areas through statistical analysis, problem solving and econometric estimation using a statistical computer package.</p> <p><b>Prerequisite:</b> MATHS 108 or 150 or 153 and STATS 101 or 102 or 108 or 125 or 191</p>	<p><b>ECON 271</b> <span style="float: right;"><b>N/A</b></span></p> <p><b>Special Topic</b></p> <p><b>Prerequisite:</b> ECON 101 or 191, and 111</p>	<p><b>ECON 311</b> <span style="float: right;"><b>S2</b></span></p> <p><b>Macroeconomic Theory and Policy</b></p> <p>This course is designed to teach students modern macroeconomic analysis and focuses on the standard dynamic general equilibrium model, which is central to current macroeconomic research. Students are given a careful introduction to the overlapping generations version of this model and shown how this model can be adapted in different ways to address a wide variety of economic issues and policy questions.</p> <p><b>Prerequisite:</b> ECON 211</p>
<p><b>ECON 232</b> <span style="float: right;"><b>S2</b></span></p> <p><b>Development of the International Economy</b></p> <p>The development of the international economy and changing economic relationships that have taken place since the late 19th century. The causes and consequences of growing interdependency among nations are examined. Changing patterns of trade and migration of capital and labour are analysed, as are cyclical and secular trends in output, employment and investment. The focus is on the development of institutions as well as the economic and social conditions that induce and validate change.</p> <p><b>Prerequisite:</b> ECON 101 or 191, and 111</p>	<p><b>ECON 301</b> <span style="float: right;"><b>S2</b></span></p> <p><b>Advanced Microeconomics</b></p> <p>Advanced treatment of aspects of general equilibrium and game theory. Applications of this basic theory to the analysis of topics in uncertainty, contracts, auctions, oligopoly, and information economics.</p> <p><b>Prerequisite:</b> ECON 201</p>	<p><b>ECON 302</b> <span style="float: right;"><b>N/A</b></span></p> <p><b>Economics of Labour Markets</b></p> <p>The application of economics to issues that confront policy makers all over the world. Covers the workings of labour markets and teaches how to use economic frameworks to judge the appropriateness of education, training, employment, taxation, immigration and other labour market policies.</p> <p><b>Prerequisite:</b> ECON 201</p>
<p><b>ECON 233</b> <span style="float: right;"><b>S2</b></span></p> <p><b>Development of the International Economy</b></p> <p>The development of the international economy and changing economic relationships that have taken place since the late 19th century. The causes and consequences of growing interdependency among nations are examined. Changing patterns of trade and migration of capital and labour are analysed, as are cyclical and secular trends in output, employment and investment. The focus is on the development of institutions as well as the economic and social conditions that induce and validate change.</p> <p><b>Prerequisite:</b> ECON 101 or 191, and 111</p>	<p><b>ECON 303</b> <span style="float: right;"><b>S1</b></span></p> <p><b>Law and Economics</b></p> <p>Economic analysis of law and organisation and the application of economics to property rights, patents and natural resource management. Includes: contracts, transaction cost analysis, classical contracting, long-run contracts, enforcement, role of market forces, risk aversion, remedies for breach, economic theory for torts, negligence rules, strict liability, multiple torts and product liability. Special topics may include: crime, insider trading, and business law.</p> <p><b>Prerequisite:</b> COMLAW 101 or LAW 121G and ECON 201</p>	<p><b>ECON 321</b> <span style="float: right;"><b>S1, S2</b></span></p> <p><b>Econometrics</b></p> <p>Development of the linear regression model, its basis, problems, applications and extensions. Attention is also given to techniques and problems of simultaneous equations modelling, time-series analysis and economic forecasting.</p> <p><b>Prerequisite:</b> ECON 201 or 211, and ECON 221 or STATS 207 or 208 or 210</p>
		<p><b>ECON 322</b> <span style="float: right;"><b>N/A</b></span></p> <p><b>Applied Econometrics</b></p> <p>Provides a basic understanding of some of the econometric methods and models. Applications of basic linear regression, including: demand systems, time-series analysis including unit roots and co-integration, simulation and resampling methods. Also includes practical computing classes.</p> <p><b>Prerequisite:</b> ECON 201 or 211, and ECON 221</p>

## ECON 341

S1

### International Trade

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

**Prerequisite:** ECON 201

## ECON 342

N/A

### International Economic Policy

An analysis of current international economic policy issues, including their implications for New Zealand. A variety of approaches are used, including issue-based analysis of key international economic policy problems, comparative analysis of regional trading arrangements and a case study that focuses on international economic policy issues related to a selected region.

**Prerequisite:** ECON 241 or 341 or 352

## ECON 343

S2

### East Asian Growth and Trade

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

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

## ECON 351

S1

### Financial Economics

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

**Prerequisite:** ECON 201

## ECON 352

S2

### International Finance

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

**Prerequisite:** ECON 201 and 211

## ECON 361

N/A

### Public Economics

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

**Prerequisite:** ECON 201

## ECON 372

S2

### Energy and Resource Economics

Examines the economics of resource use with a particular emphasis on world oil markets and issues surrounding energy security. Energy markets are analysed with an emphasis on the electricity market. Issues surrounding energy economics and climate change, energy efficiency and policy measures to promote renewable energy sources are also discussed.

**Prerequisite:** ECON 201

## ECON 373

N/A

### Environmental Economics

An overview of the theory and empirical practice of economic analysis as it is used in evaluating environmental problems. Topics include: static and dynamic efficiency, environmental policy (pollution and economic efficiency), analysis of economic instruments, such as tradable property rights and pollution taxes, the allocation of non-renewable and renewable resources and contemporary issues of growth, trade and the environment, sustainable development and climate change.

**Prerequisite:** ECON 201

## ECON 374

N/A

### Special Topic

## ECON 381

N/A

### Foundations of Economic Analysis

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

**Prerequisite:** ECON 201

## Finance

## FINANCE 251 SS, S1, S2

### Financial Management

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

**Prerequisite:** ACCTG 102 or 192

## FINANCE 261 S1, S2

### Introduction to Investments

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

**Prerequisite:** FINANCE 251 or 180 points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and at least a B in MATHS 150 or 153

## FINANCE 310 N/A

### Applied Financial Modelling

Develops technical skills in building models to solve problems in Finance. A series of case studies involving basic financial decisions are used to integrate financial modelling skills. Builds on material introduced in FINANCE 251/261 in an applied setting.

**Prerequisite:** FINANCE 251 and 261, or 251 and ACCTG 371

**Restriction:** FINANCE 383

## FINANCE 351 S1, S2

### Advanced Financial Management

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

**Prerequisite:** FINANCE 251



## FINANCE 361

S1, S2

### Modern Investment Theory and Management

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

**Prerequisite:** FINANCE 261 and MATHS 208 or 250

## FINANCE 362

S1, S2

### Risk Management

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

**Prerequisite:** FINANCE 261 and MATHS 208 or 250

## FINANCE 383

S1, S2

### Banking and Financial Institutions

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

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

## FINANCE 384

N/A

### Special Topic

## Information Management

### INFOMGMT 192

S1, S2

#### Information Tools for Business

The ability to manage and analyse information is essential in many aspects of business. This course provides a practical introduction to information tools used to analyse and visualise data. It introduces core programming, scripting and authoring skills that provide a foundation for the creation of information systems solutions across a range of clients including web and mobile platforms.

**Prerequisite:** INFOSYS 110 or INFOMGMT 191

**Restriction:** INFOSYS 120, COMPSCI 101, 105, 107

### INFOMGMT 290

S2

#### Business Analytics

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

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 101 or 107, and STATS 108

### INFOMGMT 291

N/A

#### Business Analysis and Applications

The rapid development of the internet has had an enormous impact on the ways that companies conduct their business. Covers the analysis and design requirements of web applications. Builds applied skills in developing web-based solutions to practical business problems.

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105 or 107

**Restriction:** INFOSYS 220

### INFOMGMT 292

S1

#### Database Applications

Businesses need to develop effective mechanisms for storing and retrieving information. Examines different ways of understanding, storing and viewing business data using the latest information technology tools. Builds skills in problem analysis, data modelling and database design.

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105 or 107

**Restriction:** INFOSYS 222

## INFOMGMT 296

N/A

### Information Systems for Business

Integrates the study of Information Technology tightly within a business context. Focuses on the practical design and maintenance of information systems, including issues of information security, internal controls, data analysis and modelling.

**Prerequisite:** MKTG 201 or 291 or ACCTG 102 or 192 or MGMT 294, and INFOMGMT 192

**Restriction:** INFOMGMT 293, 294, 295, ACCTG 222

## INFOMGMT 390

S2

### Special Topic in Information Management

**Prerequisite:** 15 points at Stage II in Information Management or Information Systems

## INFOMGMT 391

N/A

### Information Systems Management

To use information effectively, businesses need people who are able to leverage a strong set of skills in Information Technology while also interacting with others who may not have these same skills. Covers current issues and future trends in the use of information communication technology and focuses on the challenges managers face in linking information systems with other functional business areas.

**Prerequisite:** Either INFOMGMT 291 or INFOSYS 220 and either INFOMGMT 292 or INFOSYS 222

**Restriction:** INFOSYS 323

## INFOMGMT 392

S2

### Data Visualisation

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

**Prerequisite:** 30 points at Stage II in Information Management or Information Systems

## INFOMGMT 393

S1

### Data Mining and Decision Support

Business modelling to solve challenging problems faced by identified stakeholders. Decomposing unstructured complex problems, evaluating and prioritising alternatives, allocating scarce resources, and justifying and defending solutions provided.

**Prerequisite:** INFOMGMT 292 or INFOSYS 222 or equivalent

## Information Systems

### INFOSYS 110 SS, S1, S2

#### Business Systems

Explores how information systems and operations management help organisations to innovate, optimise and deliver value. Examines how the interaction of business, systems, and technologies bring about organisational transformation. Develops the ability to conduct a business analysis of an organisation's vision, industry, strategy, value chain, processes, and systems.

**Restriction:** INFOMGMT 191, INFOSYS 120

### INFOSYS 220 S1, S2

#### Business Systems Analysis

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

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105

**Restriction:** INFOMGMT 291

### INFOSYS 222 SS, S1, S2

#### Database Systems

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

**Prerequisite:** INFOSYS 110 or 120 or COMPSCI 105 or 107

**Restriction:** INFOMGMT 292

### INFOSYS 280 S1, S2

#### Business Systems Construction

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

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

### COMPSCI 280 S2

#### Enterprise Software Development

Develop a distributed application using an Enterprise technology. Demonstrate skills in data modelling, manipulating and querying and accessing a remote database server. Model system requirements and design using established notations, to leverage a component based Enterprise technology and to use tools to support their activities. Collaborative work experience through pair programming.

**Prerequisite:** COMPSCI 101 and 105

### INFOSYS 320 S2

#### Information Systems Design

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

**Prerequisite:** Either INFOMGMT 291 or INFOSYS 220 and either INFOMGMT 292 or INFOSYS 222 and either INFOSYS 280 or COMPSCI 280 or equivalent

### INFOSYS 321 S2

#### Enterprise Systems

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

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

**Restriction:** OPSMGT 333

### INFOSYS 322 S1, S2

#### Data Communications and the Internet

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

**Prerequisite:** INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 101

**Restriction:** INFOSYS 224

### INFOSYS 323 S1

#### Management of Information Systems

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

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

**Restriction:** INFOSYS 223 and INFOMGMT 391

### INFOSYS 330 S1

#### Databases and Business Intelligence

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

**Prerequisite:** INFOMGMT 292 or INFOSYS 222 and either INFOMGMT 192 or INFOSYS 280 or COMPSCI 101 or 107 or equivalent

### INFOSYS 338 S2

#### Contemporary Issues in Information Systems

Examines emerging information technologies and explores their theoretical and practical implications. The focus will be on social networking and online communities such as micro blogging and massively multi-player online role playing games (MMORPG).

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

## INFOSYS 339 S1

### LANS, WANs, and Wireless Infrastructure

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

**Prerequisite:** INFOSYS 224 or 322

## INFOSYS 341 S1

### Management of Information Security

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

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

## INFOSYS 344 S2

### Special Topic

## INFOSYS 345A S1

## INFOSYS 345B S2

### Business Project

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

**Prerequisite:** Either INFOMGMT 291 or INFOSYS 220 and either INFOMGMT 292 or INFOSYS 222 and either INFOSYS 280 or COMPSCI 280 or equivalent; or OPSMGT 255 and 258 and GPA of 4 or higher. Final enrolment subject to course supervisor approval.

**Restriction:** INFOSYS 342

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

## Innovation and Entrepreneurship

## INNOVENT 201 N/A

### Understanding Innovation and Entrepreneurship

Develops knowledge of how entrepreneurs and organisations create and capture value through innovation in national and international markets. Explores various approaches employed by entrepreneurial organisations and considers the skills and attributes needed to succeed in today's competitive and global environment. Introduces key concepts in innovation, including different types of innovation, managerial and organisational issues related to innovation.

**Prerequisite:** BUSINESS 102 or MGMT 101 or 120 points of courses

**Restriction:** MGMT 202, SCIGEN 201

## INNOVENT 202 N/A

### Financial Management and Marketing for Business Growth

Develops knowledge of financial management, financing, marketing and sales for innovation projects and high-growth entrepreneurial ventures. Introduces financial analysis, investment analysis, valuation, financing of new ventures, market analysis and evaluation of innovations in different stages of the innovation pipeline.

**Prerequisite:** BUSINESS 102 or MGMT 101 or 120 points of courses

**Restriction:** BUSINESS 309

## INNOVENT 203/203G S1, S2

### The Entrepreneurial Mindset

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

**Prerequisite:** BUSINESS 102 or MGMT 101 or 90 points passed or 60 points from Part I of the BE(Hons) Schedule

**Note:** Due to limited capacity, BCom students will require a GPA of at least 3.0 to enrol in this course in 2017

## INNOVENT 204 S1, S2

### Understanding Entrepreneurial Opportunities

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

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

**Restriction:** INNOVENT 202

## INNOVENT 301 S1, S2

### Technology and Innovation for Business Growth

Examines the role of technology and innovation for stimulating business growth. Focuses on how technologies and industries emerge and mature and develops knowledge of the ways in which technological and organisational innovations impact firms, industries and markets. Particular attention is paid to how new and existing organisations can exploit technological and organisational innovations to create and capture value.

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

## INNOVENT 302 N/A

### Innovation Management

Examines theories and practices of innovation and management. Focuses on how firms can manage innovation-related uncertainties in an international context. Topics include traditional management concerns such as organisational strategy, structure, culture, people management processes and contemporary management issues relating to managing innovation processes that occur across knowledge domains and physical geographies.

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

**Restriction:** MGMT 305

## INNOVENT 303

S1, S2

### Entrepreneurship

Understanding the role of entrepreneurship in new and existing organisations is critical in today's global economy. Examines issues relating to starting and managing new ventures and assessing and pursuing opportunities in existing firms. Discusses the theory and principles of entrepreneurship to enable students to assess and evaluate opportunities both conceptually through to the preparation of an actual opportunity assessment and/or business proposal.

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

**Restriction:** MGMT 303

## INNOVENT 305

N/A

### Special Topic

**Prerequisite:** INNOVENT 201 or MGMT 202 or SCIGEN 201 or ENGGEN 302 or 303

## INNOVENT 307

S2

### Ecosystems for Innovation and Entrepreneurship

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

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

## International Business

## INTBUS 151G

S2

### Business across Borders

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

## INTBUS 201

S1, S2

### Foundations of International Business

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

**Prerequisite:** BUSINESS 102 or MGMT 101, and ECON 101 and 111, or 191

**Restriction:** INTBUS 210, 211

## INTBUS 202

S1, S2

### Foundations of Strategy

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

**Prerequisite:** BUSINESS 102 or MGMT 101

## INTBUS 300

S1, S2

### Firms across Frontiers

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

**Prerequisite:** INTBUS 201, 202

**Restriction:** INTBUS 301, 302

## INTBUS 305

S2

### Governing International Business

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

**Prerequisite:** BUSINESS 200 or INTBUS 201 or 210 or 211

**Restriction:** INTBUS 304

## INTBUS 306

S1

### Global and Regional Business

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

**Prerequisite:** BUSINESS 200 or INTBUS 201 or 210 or 211

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

## INTBUS 307

S2

### International Management and Strategy

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

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

**Restriction:** INTBUS 303

## INTBUS 308

N/A

### Special Topic

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

## Management

## MGMT 101

N/A

### Organisation and Management

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

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

## MGMT 211

SS, S1, S2

### Understanding Organisations

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

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

## MGMT 223

S1, S2

### Understanding Work and People

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

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



## MGMT 300

S1

### Management in Dynamic Contexts

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

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

**Restriction:** MGMT 301

## SCIGEN 201

S1

### Managing Science and Technology

An interdisciplinary examination of issues relating to the management of science and technology, explored at the policy, organisational and project levels. Topics include contexts of science and technology, the roles of business and research organisations in innovation, the ways innovations are brought to and received by society and their impacts. Issues range from strategic analysis of the business environment to organising, planning and executing science-based organisations through to examining case studies where science interacts with society.

## MGMT 304

S1, S2

### Managing People

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

**Prerequisite:** MGMT 211 or 223

## MGMT 309

S1, S2

### Organisational Ethics and Sustainability

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

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

**Restriction:** MGMT 331

## MGMT 314

S1, S2

### Critical Issues in Organisations

Contemporary organisations in a changing context. Each semester the course engages with three key issues effecting organisational life, across levels of organisational analysis. Topics may be drawn from technology, structure and design, power and politics, the structure of work and occupations, or other perspectives.

**Prerequisite:** BUSINESS 200 or MGMT 211

**Restriction:** MGMT 311

## MGMT 320

N/A

### Special Topic

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

## PSYCH 322

N/A

### Industrial, Work and Organisational Psychology

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

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

**Restriction:** PSYCH 312, 314

## Marketing

## MKTG 151/151G

S1

### Essential Marketing

Marketing is an integral part of our modern world. Essential Marketing is designed for non-business students and provides an inside view to the world of marketing. We explore basic marketing principles and examine contemporary issues relevant to our changing world. Its emphasis is based on creating customer value and satisfaction through the understanding of these principles and practices.

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

## MKTG 201

S1, S2

### Marketing Management

Introduction to the fundamentals of marketing management. Basic marketing concepts and elements of marketing practice are applied to marketing activities within New Zealand and the global economy.

**Prerequisite:** ECON 191 or 101, and MGMT 101 or BUSINESS 102 or 192, and STATS 108 or 191

**Restriction:** MKTG 291

## MKTG 202

SS, S1, S2

### Marketing Research

The fundamental concepts and stages of marketing research provided within an overall structural framework, including: how to integrate stages, carry out research in a scientific manner, read and analyse research reports and apply research skills.

**Prerequisite:** MKTG 201 or MKTG 291

**Restriction:** MKTG 292

## MKTG 301

S1, S2

### Marketing Strategy

Focuses on development, implementation and control of marketing strategies needed to attain and sustain an organisation's competitive advantage. Techniques that assist in developing and evaluating the effectiveness of marketing strategies are introduced and contemporary issues in marketing practice are discussed. Instructional methods include: the use of case studies and the development of a marketing plan.

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

**Restriction:** MKTG 391

## MKTG 302

S1

### Advanced Marketing Research

Focuses on the more technical components of marketing research. Covers advanced methods used in the statistical analysis of marketing research data, including many multivariate methods. Students gain practical experience with the entire marketing research process through an applied project.

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

## MKTG 303

S1, S2

### Buyer Behaviour

Essentially, the application of psychology to how people make consumption decisions and interpret advertising. This includes a consideration of individual differences and environmental/situational influences on consumers.

**Prerequisite:** MKTG 201 or 291

**Restriction:** MKTG 293

## MKTG 305

S1

### Services Marketing and Management

The marketing and management issues faced by organisations competing in the service sector or other firms developing service as a source of competitive advantage. The course also looks at the implications of relationships, customer satisfaction, service recovery and other critical elements in services marketing.

**Prerequisite:** MKTG 201 and 202

**Restriction:** MKTG 391

## MKTG 306

S1, S2

### Advertising and Promotion

Discusses the elements of the marketing communications mix. It considers important issues that relate to the development of promotional campaigns that are created to support a firm's strategy.

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

**Restriction:** MKTG 392

## MKTG 312

N/A

### Special Topic

**Prerequisite:** MKTG 201 and 202

## MKTG 313

N/A

### Special Topic:

#### Customer Experience Management

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

**Prerequisite:** MKTG 201 and 202

## MKTG 314

N/A

### Creating and Managing Customer Value

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

**Prerequisite:** MKTG 201 or 291

**Restriction:** INFOMGMT 293

## Mathematics

## MATHS 108

SS, S1, S2

### General Mathematics 1

A general entry to Mathematics for commerce and the social sciences, following Year 13 Mathematics. MATHS 108 covers selected topics in algebra and calculus and their applications, including: linear functions, linear equations and matrices, functions, equations and inequalities, limits and continuity, differential calculus of one and two variables; integral calculus of one variable.

**Recommended preparation:** It is recommended that NCEA students complete the Differentiation Standard 91578 and/or the Simultaneous Equations Standard 91587 at NCEA Level 3

**Prerequisite:** MATHS 102 or at least 13 credits in Mathematics at NCEA Level 3 or D in CIE A2 Mathematics or C in CIE AS Mathematics, or 3 out of 7 in IB Mathematics

**Restriction:** MATHS 153, 208, 250, ENGGEN 150, ENGSCI 111. May not be taken with, or after, MATHS 150

## MATHS 150

S1, S2

### Advancing Mathematics 1

The gateway to further mathematics courses for students intending to major in mathematics, statistics, physics, economics, finance or mathematical biology. It gives an introduction to the use of careful mathematical language and reasoning in the context of calculus of functions of a single variable and of linear algebra in finite dimensional spaces.

Recommended preparation for MATHS 250.

**Recommended preparation:** It is strongly recommended that NCEA students have a merit or excellence in the Differentiation Standard 91578 at NCEA Level 3

**Prerequisite:** B- in MATHS 108, or A- in MATHS 102 or any pass in MATHS 208, or at least 18 credits in Mathematics at NCEA

Level 3 including at least 9 credits at merit or excellence, or B in CIE A2 Mathematics, or 5 out of 7 in IB Mathematics, or equivalent

**Restriction:** MATHS 153, ENGSCI 111, PHYSICS 111

## MATHS 153

S1

### Accelerated Mathematics

A version of MATHS 150/ENGSCI 111 for high achieving students to be taken while they are enrolled in Year 13 at school. Enrolment requires permission from Department.

**Restriction:** MATHS 108, 150, ENGGEN 150, ENGSCI 111

## MATHS 250

S1, S2

### Advancing Mathematics 2

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

**Prerequisite:** 15 points from MATHS 150, 153, ENGGEN 150, ENGSCI 111, or an A in MATHS 108, or a B+ in MATHS 208

## Operations Management

## OPSMGT 255

S1, S2

### Introduction to Operations and Supply Chain Management

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

**Prerequisite:** INFOSYS 110 or 120 and STATS 108 or 101 or 191

## OPSMGT 258

S1, S2

### Business Process Design

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

**Prerequisite:** INFOSYS 110 or 120 and STATS 108 or 101 or 191

<b>OPSMGT 357</b>	<b>S1, S2</b>	<b>OPSMGT 384</b>	<b>N/A</b>	<b>PROPERTY 231</b>	<b>S1</b>
<b>Project Management</b> An introduction to the management of projects in organisations, with a particular emphasis placed on the interdisciplinary nature and broad application of projects. Topics covered include people management, organisational planning, and resource issues. <b>Prerequisite:</b> INFOSYS 110 or 120 or INFOMGMT 192 and 30 points at Stage II		<b>Special Topic</b> <b>OPSMGT 385</b> <b>Special Topic</b>	<b>N/A</b>	<b>Property Management</b> Achieving optimum performance from property assets is a multi-faceted process involving leases, financial structures, marketing and occupier demand. Budgeting, operational expenditures, and capital expenditures will be introduced within the property context. An understanding of health and safety issues as well as leases will be provided. <b>Prerequisite:</b> PROPERTY 102 or BUSINESS 102	
<b>OPSMGT 370</b>	<b>S1, S2</b>	<b>PROPERTY 102</b>	<b>S2</b>	<b>PROPERTY 241</b>	<b>S2</b>
<b>Operations and Supply Chain Strategy</b> Investigates and explores complex and dynamic issues associated with the design and execution of operations and processes. Promotes an applied, integrated and systemic approach towards operations across supply chains. <b>Prerequisite:</b> OPSMGT 255 or ENGGEN 303		<b>Introduction to Property</b> Knowledge of how property markets work and how properties are valued, managed and financed is critical for property professionals and for understanding modern life. Key terms and definitions surrounding the property profession and introductory analyses of supply and demand characteristics unique to property markets will be key learning outcomes. Students will also learn key concepts surrounding residential property valuation and construction.		<b>Land-use Planning and Controls</b> Provides an understanding of the Resource Management Act and regional and district plans and how these affect land use and subdivision as well as resource consent applications and other property processes. <b>Prerequisite:</b> PROPERTY 102 or ECON 191 or ECON 101	
<b>OPSMGT 371</b>	<b>S1</b>	<b>PROPERTY 211</b>	<b>S1</b>	<b>PROPERTY 251</b>	<b>S1</b>
<b>Business Logistics</b> Focuses on coordinating logistics across supply chains. Topic coverage features modelling using spreadsheets and includes transportation, forecasting and inventory control models suitable for use in a distribution and supply chain context. <b>Prerequisite:</b> OPSMGT 255 or STATS 255 or ENGSCI 255		<b>Property Valuation</b> As every property is unique, the valuation of property presents many challenges and has a strong influence on the financial viability of both existing buildings and the development process. General models for valuing commercial property, industrial property and land will be introduced. <b>Prerequisite:</b> PROPERTY 102 or ACCTG 101 <b>Corequisite:</b> PROPERTY 251		<b>Property Finance and Investment</b> Financing represents a fundamental part of how properties are purchased, developed and managed. The application of general theories of property investment, discounted cash flow, risk and return, and financial mathematics is vital for property professionals. Debt and equity financing options are discussed for residential and income-producing property and development projects. <b>Prerequisite:</b> PROPERTY 102 or ACCTG 101	
<b>OPSMGT 372</b>	<b>N/A</b>	<b>PROPERTY 221</b>	<b>S2</b>	<b>PROPERTY 261</b>	<b>S2</b>
<b>Quality Management</b> The principles for delivering quality products and services that have value for both external and internal customers, while reducing waste throughout the system. <b>Prerequisite:</b> STATS 108 or 101 or INFOMGMT 192 and 30 points at Stage II		<b>Property Marketing</b> Effective marketing is at the core of successful property management, development and investment. Covers buyer behaviour, marketing research, segmentation and targeting, the marketing plan, the listing process and selling techniques all in the context of the property industry. Develops essential skills for independent thinking, strategic problem solving, effective teamwork and business report writing. <b>Prerequisite:</b> PROPERTY 102 or BUSINESS 102		<b>Property Economics</b> The supply and demand characteristics of urban developments have impacts on not only the price and availability of property, but on how we live and work. An understanding of development economics, urban policy and land-use economics will provide students with knowledge of how the decisions of property professionals, policy makers, occupiers shape the built environment. <b>Prerequisite:</b> PROPERTY 102 or ECON 191 or ECON 101	
<b>OPSMGT 376</b>	<b>S2</b>				
<b>Strategic Procurement</b> Strategic issues in procurement and supply management, covering analysis, planning and management of supply activities. To enhance understanding of typical situations procurement managers are dealing with and the impact of their decisions on the overall performance of a supply chain the course uses a game-theoretic approach. <b>Note:</b> Students should be aware that several topics of the course make use of basic calculus concepts such as derivatives and maximisation problems. <b>Prerequisite:</b> OPSMGT 255 or ENGGEN 303 and 30 points at Stage II					

<p><b>PROPERTY 271</b> <b>S2</b></p> <p><b>Property Law</b></p> <p>Fundamental legal principles and issues affecting the property professional will be considered including contract law, common form contracts found in the property industry (including leasing, transfer and valuation), land ownership and professional liability.</p> <p><b>Prerequisite:</b> PROPERTY 102, COMLAW 101</p>	<p><b>PROPERTY 321</b> <b>N/A</b></p> <p><b>Advanced Property Marketing</b></p> <p>An understanding of how to market complex properties and real estate services is essential in creating a competitive advantage for property professionals. Covers review of current related academic literature, preparation of marketing strategies, marketing plans and market analysis relevant to the property market. Develops skills in analysing academic literature and advanced skills for independent and creative thinking, strategic problem solving, effective teamwork and business report writing.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 370</b> <b>S2</b></p> <p><b>Building Surveying</b></p> <p>Builds the specific knowledge and skills required to work within the building surveying profession. Topics include building pathology and survey techniques, due diligence reporting, Schedules of Condition, maintenance and reinstatement obligations when leasing commercial property, terminal reinstatement assessments and reporting and law in relation to dilapidations.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>
<p><b>PROPERTY 281</b> <b>S1</b></p> <p><b>Building Construction</b></p> <p>Knowledge of construction is vital in understanding property valuation, property management and property development. Building materials, structural options and building services have a strong influence on how a property performs both financially and functionally. Provides general residential and commercial construction knowledge and an understanding of the construction process.</p> <p><b>Prerequisite:</b> PROPERTY 102 or BUSINESS 102</p> <p><b>Restriction:</b> PROPERTY 141</p>	<p><b>PROPERTY 331</b> <b>S2</b></p> <p><b>Advanced Property Management</b></p> <p>Property asset management theory through the study of its practical application in the strategic and estate management of property portfolios held in public and private ownership. The role of corporate real estate management in large organisations.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 371</b> <b>S1, S2</b></p> <p><b>Property Project</b></p> <p>A research project, feasibility study or structured internship on an approved topic.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p> <p><b>Restriction:</b> PROPERTY 372</p>
<p><b>PROPERTY 311</b> <b>S2</b></p> <p><b>Advanced Valuation</b></p> <p>The theory and practice of valuing special categories of urban property. Topics include: valuation of CBD land and office buildings, shopping centres, hotels and leasehold land. Also covered are: statutory valuations (compulsory purchase), going-concern valuations, litigation, arbitration and professional ethics and practice.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 342</b> <b>S1</b></p> <p><b>Property Development</b></p> <p>An introduction to the process of property development, including application of analytical methods to case studies.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 372</b> <b>N/A</b></p> <p><b>Applied Valuation Project</b></p> <p>The completion of a range of practical valuation reports in conjunction with industry mentors.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p> <p><b>Corequisite:</b> PROPERTY 311</p> <p><b>Restriction:</b> PROPERTY 371</p>
<p><b>PROPERTY 312</b> <b>N/A</b></p> <p><b>Plant and Machinery Valuation</b></p> <p>Principles and practice of plant and machinery valuation, with case studies of insurance, market, existing use and infrastructural asset valuations.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 351</b> <b>S1</b></p> <p><b>Advanced Property Finance and Investment</b></p> <p>An understanding of how to research, analyse and advise on property financing and investment decisions is an essential analytical skill for property professionals. Topics include: asset pricing models, capital structure decision, weighted average cost of capital and adjusted present value, property as an asset class and financing and investment strategies.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>	<p><b>PROPERTY 380</b> <b>S1</b></p> <p><b>Property Issues and Trends</b></p> <p>Property development and investment practices have significant consequences for economic, social and environmental outcomes. Uses relevant literature to provide a critical analysis of contemporary dynamics and problems in international and national property markets.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>
		<p><b>PROPERTY 382</b> <b>S2</b></p> <p><b>Māori Land Issues</b></p> <p>History of land conflicts in New Zealand, Waitangi Tribunal process and development of portfolio management strategies.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p> <p><b>PROPERTY 384</b> <b>N/A</b></p> <p><b>Special Topic</b></p> <p>A seminar or individual course of study on a specialised aspect of property.</p> <p><b>Prerequisite:</b> 90 points from PROPERTY 211-281</p>



## Statistics

### STATS 108 SS, S1, S2

#### Statistics for Commerce

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

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

### STATS 207 N/A

#### Data-centred Investigation and Analysis

A practical course in the statistical analysis of data, with hands on experience in research design and execution. Includes exploratory data analysis, the analysis of linear models including two-way analysis of variance, experimental design and multiple regression, the analysis of contingency table data including logistic regression, the analysis of time series data, and model selection. The primary coursework assessment will be a group project.

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

**Restriction:** STATS 201, 208, BIOSCI 209

### STATS 208 SS, S1, S2

#### Data Analysis for Commerce

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

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

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

### STATS 210 S1, S2

#### Statistical Theory

Probability, discrete and continuous distributions, likelihood and estimation, hypothesis testing. This course is a prerequisite for the BSc(Hons) and masters degree in statistics.

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

### STATS 255 S1, S2

#### Introduction to Operations Research

Emphasises the relationship between business and industrial applications and their associated operations research models. Software packages will be used to solve practical problems. Topics such as linear programming, transportation and assignment models, network algorithms, queues, Markov chains, inventory models and simulation will be considered.

**Prerequisite:** 15 points at Stage I in Statistics or Mathematics

**Restriction:** ENGSCI 255

### STATS 301 SS, S2

#### Statistical Programming and Modelling using SAS

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

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

### STATS 310 S1

#### Introduction to Statistical Inference

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

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

### STATS 320 S1

#### Applied Stochastic Modelling

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

**Prerequisite:** 15 points from STATS 125, 210, 225 and 15 points from STATS 201, 207, 208, 220, BIOSCI 209

### STATS 326 SS, S1

#### Applied Time Series Analysis

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

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

### STATS 340 S1

#### Design and Analysis of Surveys and Experiments

Design, implementation and analysis of surveys including questionnaire design, sampling design and the analysis of data from stratified, cluster and multistage sampling. Design and implementation issues for scientific experiments including blocking, replication and randomisation and the analysis of data from designs such as complete block, balanced incomplete block, Latin square, split plot, factorial and fractional designs.

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

### STATS 370 S2

#### Financial Mathematics

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

**Prerequisite:** 15 points at Stage II in Statistics or BIOSCI 209; 15 points at Stage II in Mathematics

# General Education

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

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

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

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

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

## What courses can I take?

General Education courses are identified by a "G" suffix to their course codes (eg, HISTORY 103G). From 2013, courses are organised into six General Education schedules as follows:

- General Education Open Schedule (O)
- General Education Faculty Schedules:
  - Arts (ARTS)
  - Business and Economics (BE)
  - Education (EDUC)
  - Engineering, Medical and Health Science, Science (EMHSS)
  - Law, National Institute of Creative Arts and Industries (LN)

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

The following list indicates which schedules are available.

Programme	Schedules available
BBIM	O, BE
BCom	O, BE
BProp	O, BE
BA/BCom	O, ARTS, BE
BCom/BE(Hons)	O, BE, EMHSS
BCom/BHSc	O, BE, EMHSS
BCom/BMus	O, BE, LN Not ANTHRO 106G
BCom/BProp	O, BE
BCom/BSc	O, BE, EMHSS
BCom/LLB	O, BE, LN
BCom/LLB(Hons)	O, BE, LN
BE(Hons)/BProp	O, EMHSS, BE
BProp/BSc	O, BE, EMHSS
BProp/LLB	O, BE, LN
BProp/LLB(Hons)	O, BE, LN

## Advice

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

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

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

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



# Academic progress

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

## Restrictions

A student who has twice enrolled in a course, but has failed to be credited with a pass, is not entitled to enrol again in that course other than in exceptional circumstances approved by the Senate or its representative (refer to the University of Auckland 2017 Calendar). Students are advised that this restriction will apply to enrolment in core courses in the BCom, BBIM and BProp programmes in 2017. Where a student is unable to re-enrol in a core course due to this restriction being imposed, the student will automatically be discontinued from the BCom, BBIM or BProp programme.

## Requirements for maintaining Good Academic Standing

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

## At Academic Risk academic standing

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

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

## Academic Restriction academic standing

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

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

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

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

Applications to Senate must:

- Be made on the appropriate Reconsideration of Restriction or Exclusion form; and
- If special consideration is sought for medical or other exceptional reasons, include evidence; and
- Reach the Dean of the Faculty concerned before the first day of the semester or Summer School.

## Enrolment Terminated

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

Note: Students should refer to page 32 of the University of Auckland 2017 Calendar for full details of the Academic Standing Regulations.

## Conceded passes

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

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

Students eligible for conceded passes are considered automatically.

Students awarded a conceded pass for a course will be advised by Student Administration. For more information refer to the University of Auckland 2017 Calendar.

## 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)