Welcome to the University of Auckland 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 LAURENSON
MCom, MA
Associate Dean (Academic Programmes and International),
the University of Auckland Business School
What can you study?

Our range of outstanding business degree programmes and courses will prepare you for a successful and fulfilling career.

### Undergraduate programmes

<table>
<thead>
<tr>
<th>Bachelor of Commerce (BCom) (3 years full-time study)</th>
<th>Bachelor of Property (BProp) (3 years full-time study)</th>
<th>Conjoint degrees (4+ years full-time study)</th>
</tr>
</thead>
<tbody>
<tr>
<td>• A broad-based flexible business degree, which will prepare you for a variety of employment opportunities in business.</td>
<td>• 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.</td>
<td>• Approved combinations of two degrees that are studied concurrently (see diagram below) and can be completed in a reduced total time.</td>
</tr>
<tr>
<td>• A choice of 12 different business majors providing a wide choice of double major combinations.</td>
<td>• A first-year programme that incorporates a core of business courses and an introductory course in property.</td>
<td>• An opportunity to combine specialisations from two different faculties and gain greater breadth of knowledge and skills.</td>
</tr>
<tr>
<td>• A first year of core courses that provide you with a strong foundation of knowledge and skills for later specialisation.</td>
<td>• Highly specialised second and third years that concentrate on the various dimensions of the property industry.</td>
<td>• Admission based on a higher entry standard with students required to maintain a strong grade average to remain in the programme.</td>
</tr>
<tr>
<td>• A choice of advanced courses enabling specialisation and interdisciplinary combinations.</td>
<td>• An innovative buddy programme that matches students with professional mentors.</td>
<td>• A strong base for an exciting range of career options.</td>
</tr>
<tr>
<td>• 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></td>
<td>• A degree programme that is accredited by PINZ, Valuers Registration Board, REINZ and RICS (UK).</td>
<td></td>
</tr>
</tbody>
</table>

### Further study options

There is a range of excellent opportunities for you to progress to postgraduate study and research. Depending on your undergraduate major(s) and final grades you might apply to continue your study in an honours or masters programme or in a graduate diploma programme. The pathways are indicated in the diagram below.

Professional degree options include the Master of Management, Master of International Business, Master of Professional Accounting, Master of Marketing, Master of Human Resource Management, Master of Māori and Indigenous Business, MBA and Master of Commercialisation and Entrepreneurship.

For further information refer to the Business School website www.business.auckland.ac.nz

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**BCom conjoint degrees**

- BA/BCom (4 years)
- BCom/BHSc (4 years)
- BCom/BMus (4 years)
- BCom/BProp (4 years)
- BCom/BSc (4 years)
- BCom/BE(Hons) (5 years)
- BCom/LLB (5 years)
- BCom/LLB(Hons) (5.5 years)
- BCom/BGlobalSt (4 years)

**BCom (3 years)**

+ 1 year GradDipCom

+ 1 year BCom(Hons)

+ 1 year (180 points in 3 semesters) MCom*

+ 5 years PhD

**BCom conjoint degrees**

**BProp conjoint degrees**

- BProp/BSc (4 years)
- BProp/LLB (5 years)
- BProp/LLB(Hons) (5.5 years)
- BE(Hons)/BProp (5 years)

**BProp (3 years)**

+ 1 year BProp(Hons)

+ 1 year (180 points in 3 semesters) MProp*

+ 5 years PhD

**BProp (3 years)**

+ 1 year BCom(Hons)

+ 1 year (180 points in 3 semesters) MCom*

+ 5 years PhD

* Can be completed in 1 year following a BCom(Hons) or BProp(Hons)
Planning your study

First-year core programme

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

A typical first-year programme is structured like this:

**Semester One**
- BUSINESS 101 - Business and Enterprise 1
- ACCTG 101 - Accounting Information
- ECON 151 - Understanding the Global Economy or ECON 152** - Principles of Economics
- INFOSYS 110 or STATS 108 - Business Systems or Statistics for Commerce

**Semester Two**
- BUSINESS 102 - Business and Enterprise 2
- COMLAW 101 - Law in a Business Environment
- INFOSYS 110 - Business Systems or
- STATS 108 - Statistics for Commerce

Plus a 15-point course chosen from the following:
- BCom: ACCTG 102, ECON 152**, MATHS 108 (or MATHS 150), General Education or Elective
- BProp: PROPERTY 102

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

** Direct entry into ECON 152 may be possible for students with sufficient prior knowledge and skills in Economics at secondary school level. Please check the website for more information.

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 151 Understanding the Global Economy, ECON 152 Principles of Economics or ECON 191 Business Economics (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

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
Bachelor of Commerce

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

Core: 105 points (7 courses):
- BUSINESS 101 and 102, ACCTG 101, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108
- 255 points (17 courses) including:
  - At least 180 points (12 courses) above Stage I, with at least 75 points (5 courses) at Stage III from the BCom course schedule including the requirements of your chosen major(s)
  - 45 points (3 courses) at any level with no more than 30 points (2 courses) of electives
  - 30 points (2 courses) in General Education approved for the degree

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

BCom majors
There are 12 majors to choose from in the BCom. It is a good idea to plan to study the required Stage I courses as you need to keep your options of majors open. The following majors require additional Stage I course(s):
- Accounting: ACCTG 102
- Economics: ECON 152
- Finance: ACCTG 102 and MATHS 108 (or 150 or 153)

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

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 Property

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

Core: 105 points (7 courses):
- BUSINESS 101 and 102, ACCTG 101, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108
  - 15 points (1 course): PROPERTY 102
  - 120 points (8 courses): PROPERTY 211, 221, 231, 241, 251, 261, 271, 281
  - 90 points (6 courses): PROPERTY 311-384
  - 30 points (2 courses) in General Education approved for the degree

See www.bprop.auckland.ac.nz 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
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.
- 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, BCom/BGlobalSt and BCom/BHSc

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

- 255 points from the BCom schedule comprising:
  Core: 105 points (7 courses):
  - ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108

  At least 150 points (10 courses)
  - Of which at least 135 must be above Stage I, including at least 75 points above Stage II
  - The requirements for one or more BCom schedule majors, of which at least 45 points must be at Stage III in each major

- 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:
  - 90 points (6 courses): ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 151 or 152, INFOSYS 110*

  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 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 for the BCom component comprising:
  Core: 105 points (7 courses):
  - ACCTG 101, BUSINESS 101 and 102, COMLAW 101, ECON 151 or 152, INFOSYS 110, STATS 108

At least 150 points (10 courses)
- Of which at least 135 must be above Stage I, including 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 BProp component comprising:
  - 15 points (1 course): PROPERTY 102
  - At least 120 points (8 courses):
    - From PROPERTY 211-281
  - At least 90 points (6 courses):
    - From PROPERTY 311-384
    - 30 points from PROPERTY 311-384 or any other courses listed in the BCom Schedule

- 15 points from courses listed in either the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination
- 15 points from courses available for any programme at this University.

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

**BCom/LLB(Hons)**

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

- 255 points as listed for the BCom component in the BCom/LLB section
- 465 points for the LLB 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): PROPERTY 102, 211, 221, 231, 241, 251, 261, 271, 281, COMLAW 101
  - 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 675 points as follows:

- 255 points for the BProp component comprising:
  - 165 points (11 courses): PROPERTY 102, 211, 221, 231, 241, 251, 261, 271, 281, ECON 151 or 152, STATS 108
  - At least 90 points (6 courses) from: PROPERTY 311-384
- 405 points for the LLB component (refer to advice from the partner faculty)
- 15 points from courses listed in the General Education Open Schedule or either of the General Education Schedules approved for your chosen conjoint degrees combination.

**BProp/LLB(Hons)**

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

- 255 points as listed for the BProp component in the BProp/LLB section
- 465 points for the LLB 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
- 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**

**Year 1**

- **BCOM I (CORE)**
- **GEN ED**
- **PROP 102**

**Year 2**

- **BCOM II**
- **BCOM ANY**
- **ELECTIVE**
- **PROPERTY II**
- **PROPERTY III**

**Year 3**

- **MAJOR**
- **BCOM III**
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
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 accounctancy 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

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

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

Accounting major requirements

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

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.

Complementary subjects

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

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

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)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>45 points</td>
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</tr>
<tr>
<td>ECON 152</td>
<td>Principles of Economics</td>
<td>ECON 151 or 16 credits in NCEA Level 3 Economics with a Merit average including standard 91399 (Demonstrate understanding of the efficiency of market equilibrium), or a scholarship pass in Economics, or B grade in CIE Economics or 4 out of 7 in Economics (HL) in IB Restriction: Econ 101 and 111</td>
</tr>
<tr>
<td>ECON 201</td>
<td>Microeconomics</td>
<td>ECON 101 or 152</td>
</tr>
<tr>
<td>ECON 211</td>
<td>Macroeconomics</td>
<td></td>
</tr>
<tr>
<td>Other Stage II Econ courses offered (NB: Not required for the ECON major)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON 202</td>
<td>Managerial Economics</td>
<td>15 points from ECON 101, 152, 191, or Department approval</td>
</tr>
<tr>
<td>ECON 212</td>
<td>Game Theory</td>
<td>15 points from ECON 101, 151, 152, 191, MATHS 108, 150, 153, PHIL 101</td>
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<tr>
<td>ECON 221</td>
<td>Introduction to Econometrics</td>
<td>15 points from ECON 152, MATHS 108, 150, 153, STATS 101, 102, 108, 125, 191</td>
</tr>
<tr>
<td>ECON 232</td>
<td>Development of the International Economy</td>
<td>ECON 111 and 101 or 191, or ECON 152</td>
</tr>
<tr>
<td>ECON 241</td>
<td>International Economics</td>
<td>ECON 111 and 101 or 191, or ECON 152</td>
</tr>
<tr>
<td>ECON 271</td>
<td>Special Topic</td>
<td>ECON 111 and 101 or 191, or ECON 152</td>
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<tr>
<td>45 points from Stage III</td>
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<tr>
<td>ECON 301</td>
<td>Advanced Microeconomics</td>
<td>ECON 201 and 15 points from MATHS 108, 150 or 153</td>
</tr>
<tr>
<td>ECON 302</td>
<td>Economics of Labour Markets</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 303</td>
<td>Law and Economics</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 304</td>
<td>Firms and Markets</td>
<td>ECON 201 and 15 points from MATHS 108, 150 or 153</td>
</tr>
<tr>
<td>ECON 311</td>
<td>Advanced Microeconomics</td>
<td>ECON 211 and 15 points from MATHS 108, 150 or 153</td>
</tr>
<tr>
<td>ECON 321</td>
<td>Advanced Econometrics</td>
<td>15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from MATHS 108, 150, 153</td>
</tr>
<tr>
<td>ECON 322</td>
<td>Applied Econometrics</td>
<td>15 points from ECON 221, STATS 201, 207, 208, 210, 225</td>
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<td>ECON 341</td>
<td>International Trade</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 342</td>
<td>Economic Policy in a Globalised World</td>
<td>ECON 241 or 341 or 352</td>
</tr>
<tr>
<td>ECON 343</td>
<td>East Asian Growth and Trade</td>
<td>ECON 201 or 232 or 241</td>
</tr>
<tr>
<td>ECON 351</td>
<td>Financial Economics</td>
<td>ECON 201 and 15 points from MATHS 108, 150 or 153</td>
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<tr>
<td>ECON 352</td>
<td>International Finance</td>
<td>ECON 201 and 211</td>
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<tr>
<td>ECON 361</td>
<td>Public Economics</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 372</td>
<td>Energy and Resource Economics</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 373</td>
<td>Environmental Economics</td>
<td>ECON 201</td>
</tr>
<tr>
<td>ECON 374</td>
<td>Special Topic</td>
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</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 102</td>
<td>Accounting Concepts</td>
<td>ACCTG 101 or 191</td>
</tr>
<tr>
<td>MATHS 108</td>
<td>General Mathematics 1</td>
<td>See course schedule</td>
</tr>
<tr>
<td>MATHS 208</td>
<td>General Mathematics 2</td>
<td>15 points from MATHS 108, 110, 150, 153, ENGEN 150, ENGSCI 111</td>
</tr>
<tr>
<td>FINANCE 251</td>
<td>Financial Management</td>
<td>ACCTG 102 or 192</td>
</tr>
<tr>
<td>FINANCE 261</td>
<td>Introduction to Investments</td>
<td>FINANCE 251</td>
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</table>

45 points from

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 371</td>
<td>Financial Statement Analysis</td>
<td>FINANCE 251 or 261, and ACCTG 211 or 292</td>
</tr>
<tr>
<td>FINANCE 351</td>
<td>Advanced Financial Management</td>
<td>FINANCE 251</td>
</tr>
<tr>
<td>FINANCE 361</td>
<td>Modern Investment Theory and Management</td>
<td>FINANCE 261 and MATHS 208 or 250</td>
</tr>
<tr>
<td>FINANCE 362</td>
<td>Risk Management</td>
<td>FINANCE 261 and MATHS 208 or 250</td>
</tr>
<tr>
<td>FINANCE 383</td>
<td>Banking and Financial Institutions</td>
<td>FINANCE 251 or ECON 201 and 211</td>
</tr>
<tr>
<td>FINANCE 384</td>
<td>Special Topic</td>
<td>ECON 201 and 211</td>
</tr>
<tr>
<td>ECON 352</td>
<td>International Finance</td>
<td>COMLAW 205</td>
</tr>
<tr>
<td>COMLAW 305</td>
<td>Financial Markets Law</td>
<td>COMLAW 203</td>
</tr>
</tbody>
</table>

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
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**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>INFOSYS 220</td>
<td>Business Systems Analysis</td>
<td>Prerequisite: INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 105 or 107; Restriction: INFOMGMT 291</td>
</tr>
<tr>
<td>INFOSYS 222</td>
<td>Database Systems</td>
<td>Prerequisite: INFOSYS 110 or 120 or COMPSCI 105 or 107</td>
</tr>
<tr>
<td></td>
<td>45 points (or 75 points if INFOSYS 345 is selected) from</td>
<td></td>
</tr>
<tr>
<td>INFOSYS 320</td>
<td>Information Systems Design</td>
<td>INFOMGMT 291 or INFOSYS 220, INFOMGMT 292 or INFOSYS 222, INFOSYS 280 or COMPSCI 280 or equivalent</td>
</tr>
<tr>
<td>INFOSYS 321</td>
<td>Enterprise Systems</td>
<td>Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTEng</td>
</tr>
<tr>
<td>INFOSYS 322</td>
<td>Data Communications and the Internet</td>
<td>INFOSYS 110 or 120 or INFOMGMT 192 or COMPSCI 101 Note: Restriction: INFOSYS 224</td>
</tr>
<tr>
<td>INFOSYS 323</td>
<td>Management of Information Systems</td>
<td>Any 15 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTEng</td>
</tr>
<tr>
<td>INFOSYS 330</td>
<td>Databases and Business Intelligence</td>
<td>INFOMGMT 292 or INFOSYS 222 and either INFOMGMT 292 or INFOSYS 280 or COMPSCI 101 or 107 or equivalent</td>
</tr>
<tr>
<td>INFOSYS 338</td>
<td>Contemporary Issues in Information Systems</td>
<td>INFOSYS 110 or equivalent and 30 points at Stage II in ACCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGT, SOFTEng</td>
</tr>
<tr>
<td>INFOSYS 339</td>
<td>LANs, WANS, and Wireless Infrastructure</td>
<td>INFOSYS 224 or 322</td>
</tr>
<tr>
<td>INFOSYS 341</td>
<td>Management of Information Security</td>
<td>15 points from INFOSYS 220, 222, 223, 224 or ACCTG 222 or INFOMGMT 291, 292</td>
</tr>
<tr>
<td>INFOSYS 344</td>
<td>Special Topic</td>
<td></td>
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<tr>
<td>INFOSYS 345 A and B</td>
<td>Business Project</td>
<td>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</td>
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<tr>
<td>INFOMGMT 392</td>
<td>Data Visualisation</td>
<td>30 points at Stage II in Information Management or Information Systems</td>
</tr>
<tr>
<td>OPSMGT 357</td>
<td>Project Management</td>
<td>INFOSYS 110 or 120, or INFOMGMT 192 and 30 points at Stage II</td>
</tr>
</tbody>
</table>

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 2018

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
<th>Restriction</th>
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</thead>
<tbody>
<tr>
<td>INNOVENT 203</td>
<td>The Entrepreneurial Mindset</td>
<td>BUSINESS 102 or MGMT 101 or 80 points passed or 60 points Part I Engineering</td>
<td></td>
</tr>
<tr>
<td>INNOVENT 204</td>
<td>Understanding Entrepreneurial Opportunities</td>
<td>BUSINESS 101 and 102, or SCIGEN 201</td>
<td>INNOVENT 202</td>
</tr>
<tr>
<td>30 points</td>
<td></td>
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<tr>
<td>INNOVENT 306</td>
<td>Entrepreneurship in Practice</td>
<td>30 points from: INNOVENT 201, 202, 203, 204</td>
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<tr>
<td>15 points from</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INNOVENT 305</td>
<td>Special Topic</td>
<td>(This paper is done by arrangement with the department.)</td>
<td></td>
</tr>
<tr>
<td>INNOVENT 307</td>
<td>Ecosystems for Innovation and Entrepreneurship</td>
<td>15 points from ENGGEN 302, 303, INNOVENT 201, 203, MGMT 202, 211, SCIGEN 201</td>
<td></td>
</tr>
<tr>
<td>BUSINESS 304</td>
<td>Strategic Management</td>
<td>At least 30 points at Stage II and at least 15 points at Stage II in Management, International Business or Innovation and Entrepreneurship.</td>
<td>MGMT 302</td>
</tr>
<tr>
<td>75 points comprising:</td>
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<tr>
<td>- 30 points: INNOVENT 203, 204</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>- 45 points from INNOVENT 306, INNOVENT 305, INNOVENT 307, BUSINESS 304</td>
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</tr>
</tbody>
</table>
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 co-operate, 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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
<th>Restriction</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 points</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INTBUS 201</td>
<td>Foundations of International Business</td>
<td>BUSINESS 102 or MGMT 101, and ECON 191, 151 or 152</td>
<td>INTBUS 210, 211</td>
</tr>
<tr>
<td>INTBUS 202</td>
<td>Foundations of Strategy</td>
<td>BUSINESS 102 or MGMT 101</td>
<td>INTBUS 210, 211</td>
</tr>
<tr>
<td>15 points</td>
<td>Firms Across Frontiers</td>
<td>INTBUS 201, 202</td>
<td>INTBUS 301, 302</td>
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<tr>
<td>15 points from</td>
<td></td>
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<tr>
<td>INTBUS 305</td>
<td>Governing International Business</td>
<td>BUSINESS 200 or INTBUS 201 or 210 or 211</td>
<td>INTBUS 304</td>
</tr>
<tr>
<td>INTBUS 306</td>
<td>Global and Regional Business</td>
<td>BUSINESS 200 or INTBUS 201 or 210 or 211</td>
<td>INTBUS 310, 311, 312, 313</td>
</tr>
<tr>
<td>INTBUS 307</td>
<td>International Management and Strategy</td>
<td>INTBUS 201 or 202 or 210 or 211</td>
<td>INTBUS 303</td>
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<tr>
<td>15 points from</td>
<td></td>
<td></td>
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<tr>
<td>INTBUS 305</td>
<td>Governing International Business</td>
<td>BUSINESS 200 or INTBUS 201 or 210 or 211</td>
<td>INTBUS 304</td>
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<tr>
<td>INTBUS 306</td>
<td>Global and Regional Business</td>
<td>BUSINESS 200 or INTBUS 201 or 210 or 211</td>
<td>INTBUS 310, 311, 312, 313</td>
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<tr>
<td>INTBUS 307</td>
<td>International Management and Strategy</td>
<td>INTBUS 201 or 202 or 210 or 211</td>
<td>INTBUS 303</td>
</tr>
<tr>
<td>INTBUS 308</td>
<td>Special Topic</td>
<td>INTBUS 201 or 202 or 210 or 211</td>
<td>INTBUS 303</td>
</tr>
<tr>
<td>BUSINESS 304</td>
<td>Strategic Management</td>
<td>At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship</td>
<td>MGMT 302</td>
</tr>
<tr>
<td>BUSINESS 328</td>
<td>Special Topic</td>
<td>30 points in Management or International Business or Innovation and Entrepreneurship</td>
<td>INTBUS 304, 328</td>
</tr>
</tbody>
</table>

For students enrolled pre - 2012

75 points comprising:

- 15 points: INTBUS 202
- 15 points: INTBUS 201, 210, 211
- 30 points: INTBUS 300 - 307
- 15 points: INTBUS 301-307, 310-313, BUSINESS 304, 328
Management

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

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

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

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

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

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

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

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

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

Management major requirements
For students commencing from 2012

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
<th>Restriction</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 211</td>
<td>Understanding Organisations</td>
<td>BUSINESS 102 or MGMT 101</td>
<td></td>
</tr>
<tr>
<td>MGMT 223</td>
<td>Understanding Work and People</td>
<td>BUSINESS 102 or MGMT 101</td>
<td></td>
</tr>
<tr>
<td>MGMT 300</td>
<td>Management in Dynamic Contexts</td>
<td>BUSINESS 200 or MGMT 202 or MGMT 211 or ENNGEN 302 or ENNGEN 303 or SCIGEN 201</td>
<td>MGMT 301</td>
</tr>
<tr>
<td>MGMT 304</td>
<td>Managing People</td>
<td>MGMT 211 or 223</td>
<td></td>
</tr>
<tr>
<td>MGMT 309</td>
<td>Organisational Ethics and Sustainability</td>
<td>BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics</td>
<td>MGMT 331</td>
</tr>
<tr>
<td>MGMT 314</td>
<td>Critical Issues in Organisations</td>
<td>BUSINESS 200 or MGMT 211</td>
<td>MGMT 311</td>
</tr>
<tr>
<td>COMLAW 314</td>
<td>Employment Law</td>
<td>COMLAW 201 or 203, or COMLAW 101 and MGMT 223, or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293</td>
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</table>

15 points

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
<th>Restriction</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 300</td>
<td>Management in Dynamic Contexts</td>
<td>BUSINESS 200 or MGMT 202 or MGMT 211 or ENNGEN 302 or ENNGEN 303 or SCIGEN 201</td>
<td>MGMT 301</td>
</tr>
<tr>
<td>MGMT 304</td>
<td>Managing People</td>
<td>MGMT 211 or 223</td>
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</tr>
<tr>
<td>MGMT 309</td>
<td>Organisational Ethics and Sustainability</td>
<td>BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics</td>
<td>MGMT 331</td>
</tr>
<tr>
<td>MGMT 314</td>
<td>Critical Issues in Organisations</td>
<td>BUSINESS 200 or MGMT 211</td>
<td>MGMT 311</td>
</tr>
<tr>
<td>MGMT 320</td>
<td>Special Topic</td>
<td>BUSINESS 200 or MGMT 202 or 211</td>
<td></td>
</tr>
<tr>
<td>BUSINESS 304</td>
<td>Strategic Management</td>
<td>At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship</td>
<td>MGMT 302</td>
</tr>
<tr>
<td>BUSINESS 328</td>
<td>Special Topic</td>
<td>30 points in Management or International Business or Innovation and Entrepreneurship</td>
<td>BUSINESS 309</td>
</tr>
<tr>
<td>INNOVENT 303</td>
<td>Entrepreneurship</td>
<td>INNOVENT 201 or MGMT 202 or MGMT 211 or SCIGEN 201 or ENNGEN 302 or 303</td>
<td>MGMT 303</td>
</tr>
<tr>
<td>PSYCH 322</td>
<td>Industrial, Work and Organisational Psychology</td>
<td>45 points in Stage II Psychology or MGMT 211 and 15 points from STATS 101-125, 191</td>
<td>PSYCH 312, 314</td>
</tr>
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</table>

For students enrolled pre - 2012

75 points comprising:
- 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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 201</td>
<td>Marketing Management</td>
<td>ECON 101 or 151, or 152 or 191, and BUSINESS 102 or MGMT 101, and STATS 108 or 191</td>
</tr>
<tr>
<td>MKTG 202</td>
<td>Marketing Research</td>
<td>MKTG 201</td>
</tr>
<tr>
<td>MKTG 301</td>
<td>Marketing Strategy</td>
<td>MKTG 201 and MKTG 202</td>
</tr>
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<td>MKTG 303</td>
<td>Buyer Behaviour</td>
<td>MKTG 201</td>
</tr>
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<td>15 points from</td>
<td></td>
</tr>
<tr>
<td>MKTG 302</td>
<td>Advanced Marketing Research</td>
<td>MKTG 201, and MKTG 202</td>
</tr>
<tr>
<td>MKTG 305</td>
<td>Services Marketing and Management</td>
<td>MKTG 201 and 202</td>
</tr>
<tr>
<td>MKTG 306</td>
<td>Advertising and Promotion</td>
<td>MKTG 201, and MKTG 202</td>
</tr>
<tr>
<td>MKTG 312</td>
<td>Special Topic</td>
<td>MKTG 201 and 202</td>
</tr>
<tr>
<td>MKTG 313</td>
<td>Special Topic</td>
<td>MKTG 201 and 202</td>
</tr>
<tr>
<td>MKTG 314</td>
<td>Creating and Managing Customer Value</td>
<td>MKTG 201</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Operations and Supply Chain Management major requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Course</strong></td>
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</tr>
<tr>
<td><strong>30 points</strong></td>
</tr>
<tr>
<td>OPSMG 255</td>
</tr>
<tr>
<td>OPSMG 258</td>
</tr>
<tr>
<td><strong>15 points</strong></td>
</tr>
<tr>
<td>OPSMG 370</td>
</tr>
<tr>
<td><strong>30 points from (or 60 points if INFOSYS 345 is selected)</strong></td>
</tr>
<tr>
<td>OPSMG 357</td>
</tr>
<tr>
<td>OPSMG 371</td>
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<tr>
<td>OPSMG 372</td>
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<tr>
<td>OPSMG 376</td>
</tr>
<tr>
<td>INFOSYS 321</td>
</tr>
<tr>
<td>INFOSYS 345 A and B</td>
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</table>
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

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

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Bachelor of Property – (For students first enrolled from 2016)
For students enrolled pre-2016 see www.bprop.auckland.ac.nz

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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<tbody>
<tr>
<td>Core: 105 points</td>
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<tr>
<td>BUSINESS 101</td>
<td>Business &amp; Enterprise 1</td>
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<td>BUSINESS 102</td>
<td>Business &amp; Enterprise 2</td>
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<tr>
<td>ACCTG 101</td>
<td>Accounting Information</td>
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<tr>
<td>COMLAW 101</td>
<td>Law in a Business Environment</td>
<td></td>
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<tr>
<td>ECON 151 or</td>
<td>Understanding the Global Economy</td>
<td></td>
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<tr>
<td>ECON 152</td>
<td>Principles of Economics</td>
<td></td>
</tr>
<tr>
<td>INFOSYS 110</td>
<td>Business Computing</td>
<td></td>
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<tr>
<td>STATS 108</td>
<td>Statistics for Commerce</td>
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</tbody>
</table>

15 points

PROPERTY 102 Introduction to Property

120 points

PROPERTY 211 Property Valuation PROPERTY 102 or ACCTG 101
PROPERTY 221 Property Marketing PROPERTY 102 or BUSINESS 102
PROPERTY 231 Property Management PROPERTY 102 or BUSINESS 102
PROPERTY 241 Land-use Planning and Controls 15 points from ECON 101, 151, 152, 191, or PROPERTY 102
PROPERTY 251 Property Finance and Investment PROPERTY 102 or ACCTG 101
PROPERTY 261 Property Economics 15 points from ECON 101, 151, 152, 191, PROPERTY 102
PROPERTY 271 Property Law PROPERTY 102, COMLAW 101
PROPERTY 281 Building Construction PROPERTY 102, BUSINESS 102

90 points from

PROPERTY 311 Advanced Valuation 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 380 Property Issues and Trends 90 points from PROPERTY 211-281
PROPERTY 382 Māori Land Issues 90 points from PROPERTY 211-281

30 points General Education*

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.
Find out which courses are available in each semester in 2018.

### Academic English

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACADENG 104</td>
<td>S1, S2</td>
</tr>
</tbody>
</table>

**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 ENGWRT 101 or ESOL 201 or ACADENG 201 or ESOL 210 or ACADENG 210 has previously been passed.

### Accounting

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 101</td>
<td>SS, S1, S2</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 102</td>
<td>SS, S1, S2</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
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<td>S1</td>
</tr>
</tbody>
</table>

**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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 211</td>
<td>S1, S2</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>ACCTG 221</td>
<td>S1, S2</td>
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</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 222</td>
<td>S1, S2</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
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<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 311</td>
<td>S1, S2</td>
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</table>

**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

<table>
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<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>ACCTG 312</td>
<td>S1, S2</td>
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</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 321</td>
<td>S1</td>
</tr>
</tbody>
</table>

**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 211 or 291

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 323</td>
<td>S2</td>
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</tbody>
</table>

**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 ratio, weighting systems and Data Envelopment Analysis. Evaluation principles and methods will include internal audit perspectives around project and programme evaluation, cost-benefit analysis, randomised control tests and value-for-money.

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 331</td>
<td>S2</td>
</tr>
</tbody>
</table>

**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 211 or 291

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tbody>
<tr>
<td>ACCTG 371</td>
<td>S1, S2</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Notes</th>
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<tr>
<td>ACCTG 381</td>
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Special Topic

<table>
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<tbody>
<tr>
<td>ACCTG 382</td>
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Special Topic
<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
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<td>S1, S2</td>
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<td><strong>Business and Enterprise 1</strong></td>
<td></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Restriction:</strong> MGMT 101, BUSINESS 191</td>
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<tr>
<td>BUSINESS 102</td>
<td>S1, S2</td>
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<tr>
<td><strong>Business and Enterprise 2</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Prerequisite:</strong> BUSINESS 101</td>
<td></td>
</tr>
<tr>
<td><strong>Restriction:</strong> MGMT 101, BUSINESS 192</td>
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</tr>
<tr>
<td>BUSINESS 151G</td>
<td>SS, S2</td>
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<tr>
<td><strong>Communication in a Multicultural Society</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Restriction:</strong> BUSINESS 291, MGMT 291</td>
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<tr>
<td>BUSINESS 200</td>
<td>N/A</td>
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<tr>
<td><strong>Understanding Business Context</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Prerequisite:</strong> BUSINESS 102 or MGMT 101</td>
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<tr>
<td><strong>Restriction:</strong> MGMT 231, INTBUS 210</td>
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<tr>
<td>BUSINESS 201</td>
<td>N/A</td>
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<tr>
<td><strong>Special Topic</strong></td>
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<tr>
<td>BUSINESS 291</td>
<td>N/A</td>
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<tr>
<td><strong>Communication Processes</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Prerequisite:</strong> BUSINESS 101 and 102, or BUSINESS 191 and 192, or MGMT 191 and 192, or MGMT 101</td>
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<tr>
<td><strong>Restriction:</strong> MGMT 291</td>
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<tr>
<td>BUSINESS 301</td>
<td>N/A</td>
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<td><strong>Special Topic</strong></td>
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<tr>
<td>BUSINESS 302</td>
<td>N/A</td>
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<tr>
<td><strong>Special Topic</strong></td>
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<tr>
<td>BUSINESS 303</td>
<td>N/A</td>
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<tr>
<td><strong>Special Topic</strong></td>
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<tr>
<td>BUSINESS 304</td>
<td>S1, S2</td>
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<tr>
<td><strong>Strategic Management</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Prerequisite:</strong> At least 30 points at Stage II and at least 15 points at Stage III in Management, International Business or Innovation and Entrepreneurship.</td>
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<td><strong>Restriction:</strong> MGMT 302</td>
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<tr>
<td>BUSINESS 328</td>
<td>N/A</td>
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<tr>
<td><strong>Special Topic</strong></td>
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<tr>
<td>COMLAW 101</td>
<td>SS, S1, S2</td>
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<tr>
<td><strong>Law in a Business Environment</strong></td>
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<tr>
<td>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.</td>
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<tr>
<td><strong>Restriction:</strong> COMLAW 191</td>
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<tr>
<td>COMLAW 201</td>
<td>S1, S2</td>
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<tr>
<td><strong>Commercial Contracts</strong></td>
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<td>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.</td>
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<tr>
<td><strong>Prerequisite:</strong> COMLAW 101 or 191</td>
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</tbody>
</table>
COMLAW 203  S1, S2
Company Law
Companies are by far the most used vehicle for doing business and an understanding of the rules that govern them is essential for everyone involved in commerce and industry. Examines the nature of a company, incorporation and share capital, the concept of separate legal personality, how a company interacts with the world and the roles of the stakeholders in a company including directors and shareholders. A sound understanding will help decision-makers to take the advantages of corporate structure while avoiding pitfalls and legal liability.
Prerequisite: COMLAW 101 or 191

COMLAW 301  S1, S2
Taxation
An introduction to the Income Tax Act and the Goods and Services Tax Act, with emphasis on developing an understanding of these types of tax as relevant to taxpayers. Specific topics include the nature of income, taxation of common types of income (such as wages, shares and land), the deduction and prohibition of various types of expenses, tax accounting issues (cash or accrual basis), provisional tax, rebates, PAYE system, tax returns and an introduction to GST.
Prerequisite: COMLAW 201 or 203

COMLAW 303  S2
Receiverships and Reconstructions
A business in difficulty may fail or it may be rehabilitated. Receiverships and Reconstructions looks at aspects of business failure and near failure including informal workouts, formal business rescue regimes, company receiverships and personal bankruptcy. Students will develop the skills and expertise to operate in these fields.
Prerequisite: COMLAW 203 or LAW 417

COMLAW 304  S1
Business Structures for Enterprises
Business advisers need to be familiar with a wide variety of business structures other than companies. Emphasis is on the most common of these including franchises, joint ventures, trading trusts, partnerships, unincorporated societies and State Owned Enterprises in order to ensure that advisers are familiar with their merits and legal consequences of utilising these structures.
Prerequisite: COMLAW 203

COMLAW 305  S1
Financial Markets Law
Businesses need investment to grow. Many raise finance from the securities markets, in particular by listing on the Stock Exchange. Topics include raising money from the public and the rules relating to insider trading, market manipulation, disclosure obligations, takeovers and listing on the Stock Exchange and will benefit investment advisers and anyone involved in the financial markets.
Prerequisite: COMLAW 203

COMLAW 306  S1
Marketing Law
Marketers are not free to say what they want. A variety of laws and codes govern the claims made about goods and services and the ways in which they are presented and sold. Marketing Law covers consumer legislation, product distribution, advertisement regulation, branding, privacy and competition law. It builds skills in problem solving, decision making and written communication.
Prerequisite: COMLAW 101. MKTG 201, or COMLAW 201 or 203, or COMLAW 101 and at least 30 points at Stage II

COMLAW 311  S2
Advanced Taxation
An advanced study of Income Tax and Goods and Services Tax, with emphasis on the important tax regimes applicable to business taxpayers and high-wealth individuals. Specific topics include corporate taxation, dividends and imputation, company losses and grouping, qualifying trusts, companies, partnerships, financial accruals, international taxation, the disputes procedure and penalties regime, evasion and avoidance.
Prerequisite: COMLAW 203 and 301, or LAW 429 and LLB Part II
Restriction: LAW 409

COMLAW 314  S2
Employment Law
The success of a business depends on maintaining a productive relationship with employees. Employment Law covers the legal principles governing the employment relationship. Specific topics include bargaining, personal grievances, enforcement of employment contracts, strikes and lockouts, the rules regarding holidays and health and safety obligations.
Prerequisite: COMLAW 201 or 203; or COMLAW 101 and MGMT 223; or COMLAW 191 and MGMT 292 or 293 or BUSINESS 292 or 293
Restriction: COMLAW 204

COMLAW 315  S1
Finance and Property Law
Examines the legal concepts of property and ownership which are central to securing repayment of debt. Major topics include types of security over personal and real property, statutory provisions regulating credit contracts and property rights, general principles relating to guarantees, legal aspects of commercial leasing, liability of professional advisers and aspects of unsecured lending.
Prerequisite: COMLAW 201 or 203 or PROPERTY 271

COMLAW 318  S1
Special Topic

COMLAW 320  S2
Intellectual Property and Innovation
Managers and entrepreneurs need to understand the legal rules governing the protection and commercialisation of innovative ideas and information and their application in business. Topics covered include the role of copyright in a technological society, the importance of secrecy in protecting valuable ideas by way of patents and the common law and the interaction of contract with elements of intellectual property.
Prerequisite: COMLAW 101 and at least 30 points at Stage II

COMLAW 321  N/A
Special Topic

LAWCOMM 422  S2
Competition Law
A study of the principles of competition law in New Zealand including the effect on competition law of the CER Agreement with Australia. Comparison with the competition laws of other countries including the United States, the European Union and Australia.
Prerequisite: LAW 201, 211, 231, 241 or COMLAW 201 and 203
Restriction: LAW 419
Economics

NB: New requirements for major provide quantitative and non-quantitative pathways from 2018.

ECON 111  S1
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 151/151G  SS, S1, S2
Understanding the Global Economy
Economics affects our daily lives and the global environment in many ways. Through the media we are constantly made aware of price increases, interest rate changes, exchange rate movements and balance of payments problems, growth and recessions, standard of living comparisons and regional trading agreements. What does it all mean and how does it all work?
Restriction: May not be taken by students with a concurrent or prior enrolment in Economics courses.

ECON 152  SS, S1, S2
Principles of Economics
Analysis of issues that affect our daily lives, including pricing decisions by firms and their impact on our cost of living; game theory and strategic decision-making; tackling problems of pollution and global warming; and how governments use monetary and fiscal policies to stimulate economic growth and address unemployment and inequality.
Prerequisite: ECON 151 or 16 credits in NCEA Level 3 Economics with a Merit average including standard 91399 (Demonstrate understanding of the efficiency of market equilibrium), or a scholarship pass in Economics, or B grade in CIE Economics or 4 out of 7 in Economics (HL) in IB

ECON 201  S1, S2
Microeconomics
Study of the allocation of scarce resources among competing end uses. Intermediate-level analysis of the economic behaviour of individual units, in particular consumers and firms. Although the focus is on perfectly competitive markets, attention is also given to other types of markets. Analysis also includes concepts of expected utility and uncertainty and welfare economics.
Prerequisite: ECON 101 or 152 or 180 points in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 150 or 153

ECON 202  S1
Managerial Economics
Applies economic principles to achieve better management and strategic decisions in real-world business situations. Covers costs and investment, transaction costs and vertical integration, behavioural economics, incentives and agency problems, bargaining and non-linear pricing, product bundling and product differentiation, entry deterrence and regulation of business. Uses theory, case studies and worked problems to develop and reinforce understanding.
Prerequisite: 15 points from ECON 101, 152, 191, or Department approval

ECON 211  S1, S2
Macroeconomics
Provides an introduction to the dynamic microfoundations of macroeconomics, and demonstrates how we can utilise these foundations: (i) to understand the trends and fluctuations of macroeconomic aggregates like national output, unemployment, inflation and interest rates; and (ii) to predict the outcome of alternative government policies related to current economic problems of New Zealand and the rest of the world.
Prerequisite: ECON 111 or 152 or 180 points in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 150 or 153

ECON 212  S2
Game Theory
An introduction to the fundamental concepts of non-cooperative and cooperative game theory: the concept of strategy, two person constant sum non-cooperative games and the minmax value, non-person non-cooperative games and Nash equilibrium, examples and applications in auctions, bargaining and other economic models, political science and other fields, the idea of backward induction and sub-game perfection, introduction to games in coalitional form, the core and the Shapley value.
Prerequisite: 15 points from ECON 101, 151, 152, 191, MATHS 108, 150, 153, PHIL 101

ECON 221  S1, S2
Introduction to Econometrics
An introduction to model building and empirical research methods in economics. Emphasises the use and interpretation of single equation regression techniques in formulating and testing microeconomic and macroeconomic hypotheses. Cross-section and time series modelling, as well as qualitative choice models will be covered. There will be examples of the uses of econometrics in a variety of areas through statistical analysis, problem solving and econometric estimation using a statistical computer package.
Prerequisite: 15 points from ECON 152, MATHS 108, 150, 153, STATS 101, 102, 108, 125, 191

ECON 232  S2
Development of the International Economy
The development of the international economy and changing economic relationships that have taken place since the late 19th century. The causes and consequences of growing interdependency among nations are examined. Changing patterns of trade and migration of capital and labour are analysed, as are cyclical and secular trends in output, employment and investment. The focus is on the development of institutions as well as the economic and social conditions that induce and validate change.
Prerequisite: ECON 111 and 101 or 191, or ECON 152

ECON 241  S1
International Economics
An introduction to issues in international trade and finance. Important issues for the international economy and the development of conceptual frameworks for understanding and analysing these issues will be discussed. Topics include: theories of international trade, exchange rate regimes, international capital flows and speculation, multilateral and regional trade agreements, issues in trade policy and the political economy of trade policy.
Prerequisite: ECON 111 and 101 or 191, or ECON 152

ECON 271  N/A
Special Topic
Prerequisite: ECON 111 and 101 or 191, or ECON 152
<table>
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<tr>
<th>Course Code</th>
<th>Semester</th>
<th>Title</th>
<th>Description</th>
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<tbody>
<tr>
<td>ECON 301</td>
<td>S2</td>
<td>Advanced Microeconomics</td>
<td>Advanced treatment of aspects of general equilibrium and game theory.</td>
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<td>Applications of this basic theory to the analysis of topics in uncertainty,</td>
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<td>contracts, auctions, oligopoly, and information economics.</td>
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<tr>
<td>ECON 302</td>
<td>S2</td>
<td>Economics of Labour Markets</td>
<td>The application of economics to issues that confront policy makers all over</td>
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<td>the world. Covers the workings of labour markets and teaches how to use</td>
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<td>economic frameworks to judge the appropriateness of education, training,</td>
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<td>employment, taxation, immigration and other labour market policies.</td>
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<td>Prerequisite: ECON 201</td>
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<tr>
<td>ECON 303</td>
<td>S1</td>
<td>Law and Economics</td>
<td>Economic analysis of law and organisation and the application of economics</td>
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<td>to property rights, patents and natural resource management. Includes:</td>
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<td>contracts, transaction cost analysis, classical contracting, long-run</td>
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<td>contracts, enforcement, role of market forces, risk aversion, remedies for</td>
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<td>breach, economic theory for torts, negligence rules, strict liability,</td>
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<td>multiple torts and product liability. Special topics may include crime,</td>
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<td>insider trading, and business law.</td>
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<tr>
<td>Prerequisite: ECON 201</td>
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<tr>
<td>ECON 304</td>
<td>S1</td>
<td>Firms and Markets</td>
<td>An introduction to Industrial Organisation, the analysis of markets with</td>
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<td>imperfect competition. Industrial Organisation is concerned with the</td>
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<td>interdependence of market structure, firm behaviour and market outcome.</td>
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<td>Basic concepts of game theory will be systematically introduced and applied</td>
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<td>to study strategic firm behaviour in a variety of general and more industry-</td>
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<td>specific market settings. In each case, we will analyse the implications of</td>
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<td>the market behaviour for consumers and society and explore the potential</td>
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<td>role for public policy with instruments like regulation, competition policy</td>
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<td>and patent policy.</td>
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<tr>
<td>Prerequisite: ECON 201 and 15 points from MATHS 108, 150, 153</td>
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<tr>
<td>ECON 311</td>
<td>S1</td>
<td>Macroeconomic Theory and Policy</td>
<td>This course is designed to teach students modern macroeconomic analysis and</td>
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<td>focuses on the standard dynamic general equilibrium model, which is central</td>
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<td>to current macroeconomic research. Students are given a careful introduction</td>
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<td>to the overlapping generations version of this model and shown how this</td>
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<td>model can be adapted in different ways to address a wide variety of economic</td>
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<td>issues and policy questions.</td>
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<tr>
<td>Prerequisite: ECON 211 and 15 points from MATHS 108, 150, 153</td>
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<tr>
<td>ECON 321</td>
<td>S2</td>
<td>Econometrics</td>
<td>Development of the linear regression model, its basis, problems,</td>
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<td>applications and extensions.</td>
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<td>Attention is also given to techniques and problems of simultaneous</td>
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<td>equations modelling, time-series analysis and economic forecasting.</td>
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<tr>
<td>Prerequisite: 15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from MATHS 108, 150, 153</td>
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<tr>
<td>ECON 322</td>
<td>N/A</td>
<td>Applied Econometrics</td>
<td>Provides a basic understanding of some of the econometric methods and</td>
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<td>models. Applications of basic linear regression, including: demand</td>
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<td>systems, time-series analysis including unit roots and co-integration,</td>
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<td>simulation and resampling methods. Also includes practical computing</td>
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<td>classes.</td>
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<tr>
<td>Prerequisite: 15 points from ECON 221, STATS 201, 207, 208, 210, 225</td>
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<tr>
<td>ECON 341</td>
<td>S2</td>
<td>International Trade</td>
<td>The main theories of international trade in goods and services and of</td>
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<td>international movements of capital and labour. Partial equilibrium and</td>
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<td>general equilibrium analysis of the major instruments of trade policy,</td>
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<td>their economic effects and the issues created by their use in practice.</td>
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<td>The economics of regional trading arrangements, such as free trade areas,</td>
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<td>customs unions and common markets.</td>
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<tr>
<td>Prerequisite: ECON 201</td>
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<tr>
<td>ECON 342</td>
<td>N/A</td>
<td>International Economic Policy</td>
<td>An analysis of current international economic policy issues, including their</td>
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<td>implications for New Zealand. A variety of approaches are used, including</td>
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<td>issue-based analysis of key international economic policy problems,</td>
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<td>comparative analysis of regional trading arrangements and a case study</td>
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<td>that focuses on international economic policy issues related to a selected</td>
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<td>region.</td>
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<tr>
<td>Prerequisite: ECON 241 or 341 or 352</td>
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<tr>
<td>ECON 343</td>
<td>S2</td>
<td>East Asian Growth and Trade</td>
<td>A study of the economic factors underlying the dynamic trade and growth</td>
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<td>performance of the major economies of contemporary East Asia and of the</td>
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<td>impact of their development on New Zealand’s international trading</td>
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<td>environment. Study of individual East Asian economies is strongly</td>
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<tr>
<td>Prerequisite: ECON 201 or 232 or 241</td>
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<tr>
<td>ECON 351</td>
<td>N/A</td>
<td>Financial Economics</td>
<td>A study of the modern literature on corporate finance, investments and</td>
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<td>derivative securities. An analysis of consumption and investment decisions</td>
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<td>in the presence of time and risk, asset pricing models and market</td>
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<td>efficiency. The term structure of interest rates and various issues in</td>
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<td>debt and equity financing. The use of derivative securities, eg, forwards</td>
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<td></td>
<td></td>
<td></td>
<td>and/or options to manage exchange rate risk.</td>
</tr>
<tr>
<td>Prerequisite: ECON 201 and 15 points from MATHS 108, 150, 153</td>
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<tr>
<td>ECON 352</td>
<td>S1</td>
<td>International Finance</td>
<td>A study of the modern literature on exchange rate markets, exchange rate</td>
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<td>determination and the implications of exchange rate movements for various</td>
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<td>economic issues. Students will gain an understanding of why exchange rates</td>
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<td>change, of financial market arrangements, and of the reasons for and</td>
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<td>implications of recent events in international financial markets.</td>
</tr>
<tr>
<td>Prerequisite: ECON 201 and 211</td>
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<tr>
<td>ECON 361</td>
<td>S1</td>
<td>Public Economics</td>
<td>A study of the role of the state in a modern mixed economy, its roles,</td>
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<td></td>
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<td>measurement and accountability. Topics include: welfare theory, theory of</td>
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<td></td>
<td>public goods, cost-benefit analysis, budgetary issues, taxation theory and</td>
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<td></td>
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<td>practice, insurance markets and social insurance.</td>
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<tr>
<td>Prerequisite: ECON 201</td>
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<tr>
<td>Course Code</td>
<td>Offering</td>
<td>Course Title</td>
<td>Description</td>
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<tr>
<td>ECON 372</td>
<td>S2</td>
<td>Energy and Resource Economics</td>
<td>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.</td>
</tr>
<tr>
<td>ECON 373</td>
<td>N/A</td>
<td>Environmental Economics</td>
<td>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.</td>
</tr>
<tr>
<td>ECON 374</td>
<td>N/A</td>
<td>Special Topic</td>
<td></td>
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</tbody>
</table>
### Information Management

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Offered</th>
<th>Notes</th>
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<tbody>
<tr>
<td>INFOMGMT 192</td>
<td>S1, S2</td>
<td>Management or Information Systems</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Prerequisite:</strong> Management INFOMGMT 390 S2 or COMPSCI 105 or 107</td>
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<td></td>
<td></td>
<td><strong>Prerequisite:</strong> INFOSYS 110 or INFOMGMT 191</td>
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<td><strong>Restriction:</strong> INFOSYS 120, COMPSCI 101, 105, 107</td>
</tr>
</tbody>
</table>

#### Business Analytics

- **Course Code:** INFOMGMT 290 S2
- **Topics:** 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

#### Database Applications

- **Course Code:** INFOMGMT 292 S1
- **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

#### Special Topic in Information Management

- **Course Code:** INFOMGMT 390 S2
- **Prerequisite:** 15 points at Stage II in Information Management or Information Systems

### Information Systems

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Offered</th>
<th>Notes</th>
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<tbody>
<tr>
<td>INFOMGMT 392</td>
<td>S1</td>
<td>Data Visualisation</td>
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<td><strong>Graphs, maps, charts, animations and tag clouds assist us to better understand data.</strong> 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. <strong>Prerequisite:</strong> 30 points at Stage II in Information Management or Information Systems</td>
</tr>
</tbody>
</table>

#### Data Mining and Decision Support

- **Course Code:** INFOMGMT 393 S2
- **Topics:** 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

#### Business Analytics Capstone

- **Course Code:** INFOMGMT 394 S2
- **Based on a real-life project and focuses on bringing a competitive advantage through improving the overall decision-making process of the company hosting the project.**
- **Prerequisite:** INFOMGMT 290, 292 or INFOSYS 222 or equivalent

#### Database Systems

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Offered</th>
<th>Notes</th>
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<tbody>
<tr>
<td>INFOSYS 110</td>
<td>SS, S1, S2</td>
<td>Business Systems</td>
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<td><strong>Explores how information systems and operations management help organisations to innovate, optimise and deliver value.</strong> 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. <strong>Restriction:</strong> INFOMGMT 191, INFOSYS 120</td>
</tr>
</tbody>
</table>

#### Business Systems Analysis

- **Course Code:** INFOSYS 220 S1, S2
- **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 |

#### Database Systems

- **Course Code:** INFOSYS 222 SS, S1, S2
- **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 |

#### Business Systems Construction

- **Course Code:** INFOSYS 280 S1, S2
- **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 101  SS, S1, S2
Principles of Programming
An introduction to computers and computer programming in a high-level language. The role of computers and computer professionals in society is also introduced. The course is intended for students who may wish to advance in Computer Science or in Information Systems and Operations Management.
Restriction: COMPSCI 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  S1, S2
Enterprise Systems
Examines cross-functional integrated computer-based information systems, known as Enterprise Resource Planning (ERP) systems, designed to support an organisation’s information needs and operations. Considers issues associated with the selection, analysis, design, implementation and configuration of such systems. Investigates transaction processing, management information and decision support across an organisation’s business processes. Examines the characterisation of problems in terms of process and information models.
Prerequisite: Any 15 points at Stage II in ACCCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGMT, SOFTENG
Restriction: OPSMGMT 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 ACCCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGMT, SOFTENG
Restriction: INFOSYS 223 and INFOMGMT 391

INFOSYS 330  S2
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 ACCCTG, COMPSCI, ENGSCI, INFOMGMT, INFOSYS, MKTG, OPSMGMT, 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 ACCCTG 222 or INFOMGMT 291, 292

INFOSYS 344  S1
Special Topic

INFOSYS 345A  S1
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 OPSMGMT 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).
<table>
<thead>
<tr>
<th>Course Code</th>
<th>S1, S2</th>
<th>Course Title</th>
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</table>
| INNOVENT 203/203G | S1, S2 | **The Entrepreneurial Mindset**
| INNOVENT 204 | S1, S2 | **Understanding Entrepreneurial Opportunities**
| INNOVENT 305 | SS, S1, S2 | **Special Topic**
| INNOVENT 306 | S1, S2 | **Special Topic**

**Innovation and Entrepreneurship**

**INNOVENT 203/203G S1, S2**

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

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

**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 305 SS, S1, S2**

Special Topic

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

**INNOVENT 306 S1, S2**

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

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

**INNOVENT 307 S1, S2**

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

**Prerequisite:** 15 points from ENGEN 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 that cross national boundaries. Set against a background of current events, Business across Borders explores the influence of international trade and multinational corporations on the contemporary global economy.

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

**Restriction:** INNOVENT 202

**INTBUS 201 S1, S2**

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

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

**Restriction:** INNOVENT 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:** INNOVENT 201, 202

**Restriction:** INNOVENT 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 INNOVENT 201 or 210 or 211

**Restriction:** INNOVENT 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 INNOVENT 201 or 210 or 211

**Restriction:** INNOVENT 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:** INNOVENT 201 or 202 or 210 or 211

**Restriction:** INNOVENT 303

**INTBUS 300 S1, S2**

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 INNOVENT 201 or 210 or 211

**Restriction:** INNOVENT 304

**INTBUS 306 S1**

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:** INNOVENT 201 or 202 or 210 or 211

**Restriction:** INNOVENT 303

**INTBUS 308 S1, S2**

Special Topic

**Prerequisite:** INNOVENT 201 or 202 or 210 or 211
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Semester(s)</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>MGMT 101</td>
<td>N/A</td>
<td>Organisation and Management</td>
</tr>
<tr>
<td>MGMT 223</td>
<td>S1, S2</td>
<td>Understanding Work and People</td>
</tr>
<tr>
<td>MGMT 230</td>
<td>S1, S2</td>
<td>Management in Dynamic Contexts</td>
</tr>
<tr>
<td>MGMT 231</td>
<td>S1, S2</td>
<td>Understanding Organisations</td>
</tr>
<tr>
<td>MGMT 234</td>
<td>S1, S2</td>
<td>Managing People</td>
</tr>
<tr>
<td>MGMT 309</td>
<td>S1, S2</td>
<td>Organisational Ethics and Sustainability</td>
</tr>
<tr>
<td>MGMT 314</td>
<td>S1, S2</td>
<td>Critical Issues in Organisations</td>
</tr>
<tr>
<td>PSYCH 322</td>
<td>S1</td>
<td>Industrial, Work and Organisational Psychology</td>
</tr>
</tbody>
</table>

**MGMT 101: 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.

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

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

**MGMT 223: 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 230: 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 ENNGEN 302 or ENNGEN 303 or SCIGEN 201

**Restriction:** MGMT 301

**MGMT 231: 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 234: 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: 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: 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

**PSYCH 322: 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, and STATS 108 or 191

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

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

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, and MKTG 202

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

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

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 and 202

MKTG 312  N/A

Special Topic

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

MKTG 316  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
MATHS 102  SS, S1, S2
Functioning in Mathematics
An introduction to calculus that builds mathematical skills and develops conceptual thinking. MATHS 102 works as a refresher course for those who haven't studied Mathematics, a confidence builder for those lacking Mathematical confidence and a preparation course for further study in Mathematics.

Restriction: MATHS 102 may not be taken concurrently with any other Mathematics course, except MATHS 190 and may not be taken after any Mathematics course at Stage I or above.

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 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: 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 B 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 208  SS, S1, S2
General Mathematics 2
This sequel to MATHS 108 features applications from the theory of multi-variable calculus, linear algebra and differential equations to real-life problems in statistics, economics, finance, computer science, and operations research. Matlab is used to develop analytical and numerical methods of solving problems.

Prerequisite: 15 points from MATHS 108, 110, 150, 153, ENGGEN 150, ENGSCL 111

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

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: INFOYS 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: INFOYS 110 or 120 and STATS 108 or 101 or 191

Special Topic

OPSMGT 257  S1, S2
Project Management
An introduction to the management of projects in organisations, with a particular emphasis placed on the interdisciplinary nature and broad application of projects. Topics covered include people management, organisational planning, and resource issues.

Prerequisite: INFOYS 110 or 120 or INFOMGMT 192 and 30 points at Stage II

OPSMGT 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, ENGSCL 111, or an A in MATHS 108, or a B– in MATHS 208

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: INFOYS 110 or 120 and STATS 108 or 101 or 191

OPSMGT 257  S1, S2
Project Management
An introduction to the management of projects in organisations, with a particular emphasis placed on the interdisciplinary nature and broad application of projects. Topics covered include people management, organisational planning, and resource issues.

Prerequisite: INFOYS 110 or 120 or INFOMGMT 192 and 30 points at Stage II

OPSMGT 370  S1, S2
Operations and Supply Chain Strategy
Investigates and explores complex and dynamic issues associated with the design and execution of operations and processes. Promotes an applied, integrated and systemic approach towards operations across supply chains.

Prerequisite: OPSMGT 255 or ENGGEN 303

OPSMGT 371  S1
Business Logistics
Focuses on coordinating logistics across supply chains. Topic coverage features modelling using spreadsheets and includes transportation, forecasting and inventory control models suitable for use in a distribution and supply chain context.

Prerequisite: OPSMGT 255 or STATS 255 or ENGSCL 255

OPSMGT 372  N/A
Quality Management
The principles for delivering quality products and services that have value for both external and internal customers, while reducing waste throughout the system.

Prerequisite: STATS 108 or 101 or INFOMGMT 192 and 30 points at Stage II

OPSMGT 376  S2
Strategic Procurement
Strategic issues in procurement and supply management, covering analysis, planning and management of supply activities. To enhance understanding of typical situations procurement managers are dealing with and the impact of their decisions on the overall performance of a supply chain the course uses a game-theoretic approach.

Note: Students should be aware that several topics of the course make use of basic calculus concepts such as derivatives and maximisation problems.

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

OPSMGT 384  N/A
Special Topic

OPSMGT 385  N/A
Special Topic
## Property

### PROPERTY 102  S2
**Introduction to Property**
Knowledge of how property markets work and how properties are valued, managed and financed is critical for property professionals and for understanding modern life. Key terms and definitions surrounding the property profession and introductory analyses of supply and demand characteristics unique to property markets will be key learning outcomes. Students will also learn key concepts surrounding residential property valuation and construction.

### PROPERTY 211  S1
**Property Valuation**
As every property is unique, the valuation of property presents many challenges and has a strong influence on the financial viability of both existing buildings and the development process. General models for valuing commercial property, industrial property and land will be introduced.

Prerequisite: PROPERTY 102 or ACCTG 101
Corequisite: PROPERTY 251

### PROPERTY 221  S2
**Property Marketing**
Effective marketing is at the core of successful property management, development and investment. Covers buyer behaviour, marketing research, segmentation and targeting, the marketing plan, the listing process and selling techniques all in the context of the property industry. Develops essential skills for independent thinking, strategic problem solving, effective teamwork and business report writing.

Prerequisite: PROPERTY 102 or BUSINESS 102

### PROPERTY 231  S1
**Property Management**
Achieving optimum performance from property assets is a multi-faceted process involving leases, financial structures, marketing and occupier demand. Budgeting, operational expenditures, and capital expenditures will be introduced within the property context. An understanding of health and safety issues as well as leases will be provided.

Prerequisite: PROPERTY 102 or BUSINESS 102

### PROPERTY 241  S1
**Land-use Planning and Controls**
Provides an understanding of the Resource Management Act and regional and district plans and how these affect land use and subdivision as well as resource consent applications and other property processes.

Prerequisite: PROPERTY 102 or ECON 191 or ECON 101

### PROPERTY 251  S1
**Property Finance and Investment**
Financing represents a fundamental part of how properties are purchased, developed and managed. The application of general theories of property investment, discounted cash flow, risk and return, and financial mathematics is vital for property professionals. Debt and equity financing options are discussed for residential and income-producing property and development projects.

Prerequisite: PROPERTY 102 or ACCTG 101

### PROPERTY 261  S2
**Property Economics**
The supply and demand characteristics of urban developments have impacts on not only the price and availability of property, but on how we live and work. An understanding of development economics, urban policy and land-use economics will provide students with knowledge of how the decisions of property professionals, policy makers, occupiers shape the built environment.

Prerequisite: PROPERTY 102 or ECON 191 or ECON 101

### PROPERTY 271  S2
**Property Law**
Fundamental legal principles and issues affecting the property professional will be considered including contract law, common form contracts found in the property industry (including leasing, transfer and valuation), land ownership and professional liability.

Prerequisite: PROPERTY 102, COM-LAW 101

### PROPERTY 281  S2
**Building Construction**
Knowledge of construction is vital in understanding property valuation, property management and property development. Building materials, structural options and building services have a strong influence on how a property performs both financially and functionally. Provides general residential and commercial construction knowledge and an understanding of the construction process.

Prerequisite: PROPERTY 102 or BUSINESS 102
Restriction: PROPERTY 141

### PROPERTY 311  S2
**Advanced Valuation**
The theory and practice of valuing special categories of urban property. Topics include: valuation of CBD land and office buildings, shopping centres, hotels and leasehold land. Also covered are: statutory valuations (compulsory purchase), going-concern valuations, litigation, arbitration and professional ethics and practice.

Prerequisite: 90 points from PROPERTY 211-281
PROPERTY 331  S2
Advanced Property Management
Property asset management theory through the study of its practical application in the strategic and estate management of property portfolios held in public and private ownership. The role of corporate real estate management in large organisations.
Prerequisite: 90 points from PROPERTY 211-281

PROPERTY 342  S1
Property Development
An introduction to the process of property development, including application of analytical methods to case studies.
Prerequisite: 90 points from PROPERTY 211-281

PROPERTY 351  S1
Advanced Property Finance and Investment
An understanding of how to research, analyse and advise on property financing and investment decisions is an essential analytical skill for property professionals. Topics include: asset pricing models, capital structure decision, weighted average cost of capital and adjusted present value, property as an asset class and financing and investment strategies.
Prerequisite: 90 points from PROPERTY 211-281

PROPERTY 370  S2
Building Surveying
Builds the specific knowledge and skills required to work within the building surveying profession. Topics include building pathology and survey techniques, due diligence reporting, Schedules of Condition, maintenance and reinstatement obligations when leasing commercial property, terminal reinstatement assessments and reporting and law in relation to dilapidations.
Prerequisite: 90 points from PROPERTY 211-281

PROPERTY 371  S1, S2
Property Project
A research project, feasibility study or structured internship on an approved topic.
Prerequisite: 90 points from PROPERTY 211-281
Restriction: PROPERTY 372

PROPERTY 380  S1
Property Issues and Trends
Property development and investment practices have significant consequences for economic, social and environmental outcomes. Uses relevant literature to provide a critical analysis of contemporary dynamics and problems in international and national property markets.
Prerequisite: 90 points from PROPERTY 211-281

PROPERTY 382  S2
Māori Land Issues
History of land conflicts in New Zealand, Waitangi Tribunal process and development of portfolio management strategies.
Prerequisite: 90 points from PROPERTY 211-281
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Code(s)</th>
<th>Year(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STATS 100</strong></td>
<td>S1</td>
<td>Functioning in Statistics</td>
</tr>
</tbody>
</table>
> A first exposure to statistics that builds data handling skills and develops conceptual thinking through active participation in problems using real data, computer simulations and group work. STATS 100 makes full use of appropriate technology and prepares students for further study in Statistics.
> **Restriction:** STATS 100 may not be taken with, or after, any other Statistics course.

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<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td><strong>STATS 108</strong></td>
<td>SS, S1, S2</td>
<td>Data Analysis for Commerce</td>
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</tbody>
</table>
> 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

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<th>Year(s)</th>
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<tbody>
<tr>
<td><strong>STATS 208</strong></td>
<td>SS, S1, S2</td>
<td>Data Analysis for Commerce</td>
</tr>
</tbody>
</table>
> 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

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<tr>
<th>Course Code</th>
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<th>Year(s)</th>
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<tbody>
<tr>
<td><strong>STATS 210</strong></td>
<td>S1, S2</td>
<td>Statistical Theory</td>
</tr>
</tbody>
</table>
> 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

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<tr>
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</thead>
<tbody>
<tr>
<td><strong>STATS 255</strong></td>
<td>S1, S2</td>
<td>Introduction to Operations Research</td>
</tr>
</tbody>
</table>
> 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

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<thead>
<tr>
<th>Course Code</th>
<th>Code(s)</th>
<th>Year(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STATS 301</strong></td>
<td>SS, S2</td>
<td>Statistical Programming and Modelling using SAS</td>
</tr>
</tbody>
</table>
> 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

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<tr>
<th>Course Code</th>
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<th>Year(s)</th>
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</thead>
<tbody>
<tr>
<td><strong>STATS 310</strong></td>
<td>S1</td>
<td>Introduction to Statistical Inference</td>
</tr>
</tbody>
</table>
> Estimation, likelihood methods, hypothesis testing, multivariate distributions and linear models.
> **Prerequisite:** STATS 210 or 225, and 15 points from MATHS 208, 250 or equivalent

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<thead>
<tr>
<th>Course Code</th>
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<th>Year(s)</th>
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</thead>
<tbody>
<tr>
<td><strong>STATS 320</strong></td>
<td>S1</td>
<td>Applied Stochastic Modelling</td>
</tr>
</tbody>
</table>
> 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

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<thead>
<tr>
<th>Course Code</th>
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<th>Year(s)</th>
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</thead>
<tbody>
<tr>
<td><strong>STATS 326</strong></td>
<td>SS, S1</td>
<td>Applied Time Series Analysis</td>
</tr>
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</table>
> 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

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<thead>
<tr>
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<th>Year(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STATS 340</strong></td>
<td>S1</td>
<td>Design and Analysis of Surveys and Experiments</td>
</tr>
</tbody>
</table>
> 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

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<tr>
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<th>Year(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>STATS 370</strong></td>
<td>S2</td>
<td>Financial Mathematics</td>
</tr>
</tbody>
</table>
> 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.

<table>
<thead>
<tr>
<th>Programme</th>
<th>Schedules available</th>
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<tbody>
<tr>
<td>BBIM</td>
<td>O, BE</td>
</tr>
<tr>
<td>BCom</td>
<td>O, BE</td>
</tr>
<tr>
<td>BProp</td>
<td>O, BE</td>
</tr>
<tr>
<td>BA/BCom</td>
<td>O, ARTS, BE</td>
</tr>
<tr>
<td>BCom/BE(Hons)</td>
<td>O, BE, EMHSS</td>
</tr>
<tr>
<td>BCom/BHSc</td>
<td>O, BE, EMHSS</td>
</tr>
<tr>
<td>BCom/BMus</td>
<td>O, BE, LN Not ANTHRO 106G</td>
</tr>
<tr>
<td>BCom/BProp</td>
<td>O, BE</td>
</tr>
<tr>
<td>BCom/BSc</td>
<td>O, BE, EMHSS</td>
</tr>
<tr>
<td>BCom/LLB</td>
<td>O, BE, LN</td>
</tr>
<tr>
<td>BCom/LLB(Hons)</td>
<td>O, BE, LN</td>
</tr>
<tr>
<td>BE(Hons)/BProp</td>
<td>O, EMHSS, BE</td>
</tr>
<tr>
<td>BProp/BSc</td>
<td>O, BE, EMHSS</td>
</tr>
<tr>
<td>BProp/LLB</td>
<td>O, BE, LN</td>
</tr>
<tr>
<td>BProp/LLB(Hons)</td>
<td>O, BE, LN</td>
</tr>
</tbody>
</table>

Advice

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

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

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

Please refer to www.auckland.ac.nz/generaleducation 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 2018 Calendar). Students are advised that this restriction will apply to enrolment in core courses in the BCom, BBIM and BProp programmes in 2018. 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 www.calendar.auckland.ac.nz for full details of the Academic Standing Regulations.

Conceded passes
A conceded pass may be awarded by the University of Auckland Business School for one course only, provided that:
- The course is part of the last two semesters of enrolment (including Summer School) and is required to complete the student’s degree;
- The course does not form part of the student’s major; and
- The student has gained a D+ grade in the course.

Students eligible for conceded passes are considered automatically. Students awarded a conceded pass for a course will be advised by Student Administration. For more information refer to the University of Auckland 2018 Calendar.

Disclaimer
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It’s time to apply

So, you’ve made your decision on what you want to study, and now it’s time to apply. What do you need to do? It’s a two-step process to apply and enrol for your chosen programme.

First you need to apply

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

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

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

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

Some late applications may be considered after the 2017 school results are received. It is advisable, however, to apply for all programmes that you might wish to study before the closing date (8 December 2017 for Business). Multiple applications are acceptable and all applications received by the closing date will be considered when 2017 academic results are released. Late applications submitted may be considered after the closing date if places are available.

Next you need to enrol

• Once you’ve accepted an offer of a place in a programme, you can enrol in courses on Student Services Online www.studentservices.auckland.ac.nz

• Once you’ve signed in, you can view your programme requirements.

• For more information on how to enrol, visit www.auckland.ac.nz/enrolment

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

• Visit the Business Student Centre

• Use a degree planning sheet at www.business.auckland.ac.nz/prospectus

• Email comenquiry@auckland.ac.nz

• Come to Courses and Careers Open Day 2018.

You need to make sure you pay your fees!

You’ll find all the details at www.auckland.ac.nz/fees

Stuck? At any point in the process you can find answers to your questions 24/7 at www.askauckland.ac.nz

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

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

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

Key dates

Notification of acceptance

Mid to late January 2018 for Semester One

Semester One

Monday 26 February 2018 – Monday 25 June 2018

Semester Two

Monday 16 July 2018 – Monday 12 November 2018

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