The Management Student Centre (MSC)

The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School (WMS) students. The Centre staff are able to assist students with university-related queries as well as offering programme advice and language and learning appointments. The MSC also provides students with somewhere to meet, study, use resources (such as photocopying) and hand in and receive marked assignments. In addition, MSC caters for the needs of Māori and international students, with a mentoring service as well as a Māori and an International Consultant.

The MSC is located in MS1 (behind the Station Café on Hillcrest Road), and is open from 8:45am to 4:45pm Monday to Friday.

MSC provides:
• Enrolment and programme advice
• Entry and re-entry decisions
• Degree planning
• Student orientation
• Academic support for students
• Employment and scholarship noticeboard
• Assignment hand-in and collection place
• Sale of overhead transparencies
• Copying facilities
• Space for group and individual work
• Language and learning support
• Student mentors

The Management Student Centre (MSC) is the first place to go for any student enquiries.

Contact:
Management Student Centre
Waikato Management School
The University of Waikato
Private Bag 3105
Hamilton 3240
New Zealand
Telephone: (07) 838 4303
Fax: (07) 838 4033
Email: msc@mngt.waikato.ac.nz

We have endeavoured to ensure that the information in this handbook is correct at the time of printing. It is subject to a continuous process of review and improvement.

A continually updated version is available at www.management.ac.nz/publications.

Readers should be aware that the University of Waikato Calendar takes precedence.

If you have any suggestions to improve future editions of this handbook, please email them to pr@mngt.waikato.ac.nz

This handbook is printed on recycled stock using vegetable inks.
Teaching and Assessment Periods 2008

One week added to A Semester to allow for lost teaching days due to Public Holidays.

<table>
<thead>
<tr>
<th>Week</th>
<th>Starting</th>
</tr>
</thead>
</table>

### Summer School

<table>
<thead>
<tr>
<th>1</th>
<th>31 December</th>
<th>New Year’s Day and Holiday 1-2 January University reopens 3 January</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>7 January</td>
<td>Summer School starts</td>
</tr>
<tr>
<td>3</td>
<td>14 January</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>21 January</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>28 January</td>
<td>Auckland Anniversary Day 28 January</td>
</tr>
<tr>
<td>6</td>
<td>4 February</td>
<td>Waitangi Day 6 February</td>
</tr>
<tr>
<td>7</td>
<td>11 February</td>
<td>Summer School Examinations 15-16 February</td>
</tr>
<tr>
<td>8</td>
<td>18 February</td>
<td>Summer School Examinations 18-20 February University Enrolment</td>
</tr>
</tbody>
</table>

### A Semester

<table>
<thead>
<tr>
<th>9</th>
<th>25 February</th>
<th>A Semester starts</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>3 March</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>10 March</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>17 March</td>
<td>Good Friday 21 March</td>
</tr>
<tr>
<td>13</td>
<td>24 March</td>
<td>Easter Monday and Holiday 24-25 April</td>
</tr>
<tr>
<td>14</td>
<td>31 March</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>7 April</td>
<td>Graduation* 7-10 April Marae Graduation* 11 April</td>
</tr>
<tr>
<td>16</td>
<td>14 April</td>
<td>Teaching Recess Tauranga Graduation* 17 April</td>
</tr>
<tr>
<td>17</td>
<td>21 April</td>
<td>Teaching Recess Anzac Day 25 April</td>
</tr>
<tr>
<td>18</td>
<td>28 April</td>
<td>A Semester continues</td>
</tr>
<tr>
<td>19</td>
<td>5 May</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>12 May</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>19 May</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>26 May</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>2 June</td>
<td>Queen’s Birthday 2 June</td>
</tr>
<tr>
<td>24</td>
<td>9 June</td>
<td>Study week</td>
</tr>
<tr>
<td>25</td>
<td>16 June</td>
<td>Examinations</td>
</tr>
<tr>
<td>26</td>
<td>23 June</td>
<td>Examinations</td>
</tr>
<tr>
<td>27</td>
<td>30 June</td>
<td>Teaching Recess</td>
</tr>
<tr>
<td>28</td>
<td>7 July</td>
<td>Enrolment</td>
</tr>
</tbody>
</table>

### B Semester

| 29   | 14 July        | B Semester starts                                                  |
| 30   | 21 July        |                                                                     |
| 31   | 28 July        |                                                                     |
| 32   | 4 August       |                                                                     |
| 33   | 11 August      |                                                                     |
| 34   | 18 August      |                                                                     |
| 35   | 25 August      | Teaching Recess                                                    |
| 36   | 1 September    | Teaching Recess                                                    |
| 37   | 8 September    | B Semester continues                                               |
| 38   | 15 September   |                                                                     |
| 39   | 22 September   |                                                                     |
| 40   | 29 September   |                                                                     |
| 41   | 6 October      |                                                                     |
| 42   | 13 October     |                                                                     |
| 43   | 20 October     | Study week Graduation* 23-24 October Examinations                   |
| 44   | 27 October     | Examinations Labour Day 27 October                                   |
| 45   | 3 November     | Examinations                                                       |
| 46   | 10 November    | Examinations                                                       |
| 47   | 17 November    |                                                                     |
| 48   | 24 November    |                                                                     |
| 49   | 1 December     |                                                                     |
| 50   | 8 December     |                                                                     |
| 51   | 15 December    |                                                                     |
| 52   | 22 December    | University closed 1pm, 24 December Christmas Day 25 December Boxing Day 26 December |

* Graduation dates are still to be confirmed
Table of Contents

Section A: Qualifications
Provides information on all our qualifications.

- Overview 4
- Bachelor of Management Studies 7
- Bachelor of Management Studies as a Conjoint Degree 11
- Bachelor of Business Analysis – Financial 13
- Bachelor of Electronic Commerce 15
- Bachelor of Communication Studies 17
- Bachelor of Tourism 20
- Certificates and Diplomas 22
- Graduate Certificates and Graduate Diplomas 24
- Postgraduate Certificates and Postgraduate Diplomas 26
- Master of Management Studies 27
- Master of Electronic Commerce 28
- Doctor of Philosophy 29
- Research and Methodology Papers 31
- Centre for Corporate & Executive Education 34

Section B: Areas of Study
Provides information on careers, qualifications and papers for each of our areas of study.

- Accounting 36
- Agribusiness 50
- Business Futures and Leadership 55
- Economics 59
- Electronic Commerce 75
- Entrepreneurship and Innovation 81
- Environment and Management 84
- Finance 87
- Hospitality Management 97
- Human Resource Management 100
- Information Systems Management 108
- International Management 112
- Management and Sustainability 119
- Management Communication 122
- Management Systems 135
- Manufacturing Management 144
- Marketing 148
- Public Relations 158
- Social Enterprise 164
- Strategic Management 169
- Supply Chain Management 177
- Tourism Management 180
Section C: Orientation
Assists you to get the most out of your time with us.

<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Management Student Centre (MSC)</td>
<td>192</td>
</tr>
<tr>
<td>MyWeb™</td>
<td>193</td>
</tr>
<tr>
<td>Enrolment</td>
<td>193</td>
</tr>
<tr>
<td>Competency Modules</td>
<td>194</td>
</tr>
<tr>
<td>Using the online timetable</td>
<td>194</td>
</tr>
<tr>
<td>Buying Your Textbooks</td>
<td>194</td>
</tr>
<tr>
<td>Computer Labs</td>
<td>194</td>
</tr>
<tr>
<td>Submitting Your Assignments</td>
<td>195</td>
</tr>
<tr>
<td>School Publications</td>
<td>196</td>
</tr>
<tr>
<td>Class Representatives</td>
<td>196</td>
</tr>
<tr>
<td>WMS Student Organisations</td>
<td>197</td>
</tr>
<tr>
<td>Scholarships</td>
<td>198</td>
</tr>
<tr>
<td>Waikato Management School Prizes</td>
<td>201</td>
</tr>
<tr>
<td>Awards</td>
<td>203</td>
</tr>
<tr>
<td>Teaching and Learning Development Unit</td>
<td>203</td>
</tr>
<tr>
<td>The Library</td>
<td>203</td>
</tr>
<tr>
<td>Resources for WMS Students</td>
<td>204</td>
</tr>
<tr>
<td>Student Information Centre</td>
<td>204</td>
</tr>
<tr>
<td>Examinations</td>
<td>204</td>
</tr>
<tr>
<td>The Students Concerns and Complaints Policy</td>
<td>204</td>
</tr>
<tr>
<td>Code of Practice for the Pastoral Care of International Students</td>
<td>205</td>
</tr>
</tbody>
</table>
Bachelor Degrees

Bachelor of Management Studies (BMS)
The Bachelor of Management Studies (BMS) is a four year degree that provides a comprehensive and integrated programme in management through a core of required papers, and allows the development of specialised knowledge in academic majors that address particular career paths. Majors are available in all main management disciplines covering all professional areas of management.

Bachelor of Management Studies Honours (BMS(Hons))
Students who achieve a B+ average over the first three years of the BMS can apply to transfer to the BMS(Hons) degree. This degree incorporates a full year of graduate level study in the final part of the degree, with a corresponding emphasis on advanced research-oriented papers. Students taking the honours degree are typically high achieving, full-time students seeking a more specialised professional programme. Students completing a BMS(Hons) degree are able to complete a masters degree, usually the Master of Management Studies, in a further year of graduate study.

Bachelor of Business Analysis – Financial (BBA(Fin))
The Bachelor of Business Analysis - Financial (BBA(Fin)) is a three year degree that includes training in business, but also enables students to specialise and acquire an in-depth understanding of financial analysis. The degree focuses on the quantitative areas of management including accounting, economics and finance.

Bachelor of Business Analysis Honours – Financial (BBA(Hons)(Fin))
The BBA(Hons)(Fin) provides a one year graduate level degree in accounting, economics or finance for those who have completed the corresponding three year undergraduate degree. A B+ average in the specialist subject area is required for admittance to this programme.

Bachelor of Electronic Commerce (BECom)
The Bachelor of Electronic Commerce (BECom) is a three year degree that provides students with an understanding of, and skills in, the technical and managerial areas of electronic commerce. Students undertake a major in Electronic Commerce and complete work experience papers.

Bachelor of Electronic Commerce Honours (BECom(Hons))
The BECom(Hons) provides a one year graduate level degree for those who have completed the corresponding three year undergraduate degree. A B+ average in the undergraduate degree is required to be admitted to this programme.

Bachelor of Communication Studies (BCS)
The Bachelor of Communication Studies (BCS) focuses on strategic communication, combining management and the arts. This three year degree is offered jointly with the Faculty of Arts and Social Sciences. Within Waikato Management School, majors are offered in management communication, marketing and public relations. This degree is taken by students with good communications skills and an interest in media, organisational communication, communication management and the arts.

Bachelor of Communication Studies Honours (BCS(Hons))
The BCS(Hons) provides a one year graduate level degree for those who have completed the corresponding three year undergraduate degree. A B+ average in the undergraduate degree is required to be admitted to this programme.

Bachelor of Tourism (BTour)
The Bachelor of Tourism (BTour) is a three year degree taught jointly with the Faculty of Arts and Social Sciences that provides students with a broad understanding of the tourism industry and the practical knowledge to effectively manage a tourism or hospitality business. It also covers the social, environmental, cultural and economic impact of tourism. Within Waikato Management School majos are offered in tourism management or hospitality management.

Bachelor of Tourism Honours (BTour(Hons))
The BTour(Hons) provides a one year graduate level degree for those who have completed the corresponding three year undergraduate degree. A B average in the undergraduate degree is required to be admitted to this programme.

Conjoint Degrees
Subject to NZVCC CUAP approval it will be possible to combine University of Waikato bachelor degrees to create a conjoint degree. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two degrees in a shorter period of time than would ordinarily be possible. For example, if the BMS and LLB are taken as a conjoint both can be completed in five and a half years.

Certificates
Certificate programmes are one semester or one year qualifications typically used for short specialised programmes or as bridging programmes. Certificate programmes combined with diplomas can also provide pathways to a bachelor degree, enabling students to meet the requirements of a degree in stages. The certificates offered through Waikato Management School provide a programme similar to the first year of a bachelor degree. The Certificate in Management is a one year programme and can be taken in electronic commerce, financial analysis, and management studies. A Certificate in Communication Studies and a Certificate in Tourism are also available.

Graduate certificates require the equivalent of one semester of full time study at an upper-undergraduate level; these can provide a bridging programme for students seeking admission to a postgraduate diploma. A list of available graduate certificates can be found in the section entitled Certificates and Diplomas.

Postgraduate certificates require the equivalent of one semester of full time study at the graduate level. A list of available postgraduate certificates can be found in the section entitled Certificates and Diplomas.

Diplomas
The Diploma in Management represents the second stage of undergraduate study, corresponding to the second year of a degree programme. It can be taken in electronic commerce, financial analysis, and management studies. A Diploma in Communication Studies and a Diploma in Tourism - Tourism Management and a Diploma in Tourism - Hospitality Management are also available.

Waikato Management School offers graduate diplomas in all major areas of management. These diplomas provide specialised programmes at an advanced
undergraduate level that are similar to a major or specialisation in an undergraduate degree. They attract part-time students with work experience seeking to update their skills in a particular area, and full-time or part-time students seeking a bridging programme from a degree with a specialisation in another area or an international tertiary qualification. Thus graduate diplomas play a role both as stand-alone qualifications, and in providing pathways for students with a variety of backgrounds hoping to undertake further graduate study.

If the right combination of papers is taken, a student who completes a certificate, diploma, and graduate diploma in the area, or subjects, of one of the three year degrees would be able to graduate with the corresponding bachelor degree. A student completing a Certificate and Diploma in Management Studies and a Graduate Diploma, would have one further year of study to complete a BMS.

The School provides postgraduate diploma programmes across all the major areas of management. These programmes provide a one year graduate programme in a specialised area of management. As postgraduate programmes, the papers are advanced, often theoretical, and emphasise research-oriented learning. Students admitted to these qualifications are graduates with at least a B grade average in the subject area. Typically students are full-time domestic or international students. For many students the postgraduate diploma represents the first stage of a masters programme. A number of international students have transferred to these programmes after receiving high grades in a graduate certificate, or in the first part of a graduate diploma programme (see above).

Master of Management Studies (MMS)

The Master of Management Studies (MMS) degree provides specialised graduate level programmes of study in all the major areas of management. Students entering the MMS have an honours degree or a postgraduate diploma with a specialisation in the subject they will take for their masters degree and a B grade average. The MMS represents the second stage of a two year masters programme. The MMS also serves as an entry qualification for the PhD programme.

Master of Electronic Commerce (MECom)

The Master of Electronic Commerce (MECom) is an advanced qualification focusing on applied field research in Electronic Commerce. The MECom also serves as an entry qualification for the PhD programme. The MECom builds on the BECom, with either honours or a postgraduate diploma as a prerequisite for entry.

Doctor of Philosophy (PhD)

Waikato Management School has an active and successful Doctor of Philosophy (PhD) programme. We have an excellent completion rate and benefit from an extensive range of internationally recognised supervisors experienced in a variety of management disciplines and research methodologies and methods.

The PhD is a research-only degree, generally taking the equivalent of three years’ full time study. Students enrolled for a PhD undertake supervised research that is written up as a thesis that makes a contribution to knowledge in the field of study. The School offers doctoral supervision in all major areas of management. Those admitted to the PhD programme normally have a masters degree with distinction, first class honours or second class honours (first division) in the intended field of research. Intending students must also demonstrate research skills and an adequate preparation in research methodology.

Corporate & Executive Education

The Centre for Corporate & Executive Education’s qualifications are comprehensive programmes designed for experienced professionals. All students must have relevant work experience and are expected to share this experience in the classroom. This focus helps ensure the most relevant and rewarding experience for all involved. The courses are designed to allow students to maintain their career while studying. Please refer to the section entitled Centre for Corporate & Executive Education for further details about these programmes.

Policies and Regulations

In addition to the regulations and requirements contained within this handbook, you are reminded that you are also bound by the University of Waikato regulations and policies, some of which are noted below:

- Assessment Regulations 2001
- Student Discipline Regulations 2004
- Computer Systems Regulations 2003
- Policy on the Use of Māori for Assessment
- Human Research Ethics Regulations 2000
- Student Research Regulations 2000

All relevant University of Waikato regulations and policies can be found in greater detail in the Calendar (http://calendar.waikato.ac.nz) which is produced annually.

Understanding Paper Codes

Paper codes contain information about the subject, level and timing of the paper. For example the paper ACCT451-08A (HAM) Advanced Taxation can be broken down as shown.

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT</td>
<td>This is the subject code, in this case accounting</td>
</tr>
<tr>
<td>4</td>
<td>This is the level of the paper, in this case Level 400</td>
</tr>
<tr>
<td>51</td>
<td>and its unique identifier, in this case 51</td>
</tr>
<tr>
<td>08</td>
<td>The year it is taught, in this case 2008</td>
</tr>
<tr>
<td>A</td>
<td>This is the semester indicator that tells you in which period of the year the paper is taught;</td>
</tr>
<tr>
<td></td>
<td>S = Summer School (January – February)</td>
</tr>
<tr>
<td></td>
<td>A = First semester (February – June)</td>
</tr>
<tr>
<td></td>
<td>B = Second semester (July – November)</td>
</tr>
<tr>
<td></td>
<td>C, D, E etc = Papers taught in periods which do not correspond with the normal semester or full year periods.</td>
</tr>
</tbody>
</table>

(HAM) Where the paper is taught, in this case Hamilton

TGA = Tauranga
NET = Internet
Overview

Subject Codes
ACCT  Accounting
AGRI  Agribusiness
BFAL  Business Futures and Leadership*
ECON  Economics
ENVR  Environment and Management
EXEC  Corporate & Executive Education
FINA  Finance
HRMG  Human Resource Management
MCOM  Management Communication
MKTG  Marketing
MNGT  Management
MSYS  Management Systems
SCEN  Social Enterprise
STMG  Strategic Management
TOMG  Tourism Management

*Subject to the approval of NZVCC CUAP this subject will be available from January 1, 2008.

Points Values Per Paper

<table>
<thead>
<tr>
<th>Level of Paper</th>
<th>Points Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>15</td>
</tr>
<tr>
<td>200</td>
<td>20</td>
</tr>
<tr>
<td>300</td>
<td>20</td>
</tr>
<tr>
<td>400</td>
<td>20</td>
</tr>
<tr>
<td>500</td>
<td>15 or 30</td>
</tr>
</tbody>
</table>

One year of full time study is considered to be equivalent to 120 points.

For information about the costs associated with taking papers please see the table of fees and charges found in the University Calendar: http://calendar.waikato.ac.nz/admission/tableoffeesandcharges.html

Admission Information

Admission Statute
The University of Waikato Admission Statute provides detailed information regarding admission and can be found in the Calendar or online at http://calendar.waikato.ac.nz/admission/admissionstatute.html

University Entrance Requirements
You will need 14 credits at Level 3 or higher in an approved subject plus 14 credits at Level 3 or higher in another approved subject plus 14 credits at Level 3 or higher in no more than 2 domains or another approved subject.
You will also need the following literacy and numeracy requirements being 14 credits in Maths/Pangarau at Level 1 or higher, 4 credits in Reading English or Te Reo at Level 2 or higher, and 4 credits in Writing English or Te Reo at Level 2 or higher.
A list of approved subjects and specifics of the literacy and numeracy requirements can be found online at http://www.nzqa.govt.nz/ncea/ue.

Discretionary Entrance
You may be eligible for Discretionary Entrance if you are a New Zealand citizen or permanent resident aged between 16 and 20 and you do not meet the University Entrance standard. Please refer to the Admission Statute for full details.

Special Admission
You may be eligible for Special Admission if you are aged 20 or over. Approval for an application is based on your submission, your proposed programme of study, your past academic achievements and evidence of your preparedness for university study. Please refer to the Admission Statute in the University Calendar for full details.

International Students

Graduate Qualifications
All international students applying for entry to a graduate qualification must have the equivalent of a New Zealand bachelor degree from a recognised university. Students are generally required to have completed a major in their intended area of study, with a B/B+ average in advanced courses, in the subject in which they wish to specialise.
For entry into graduate study either: IELTS with 6.5 overall score and no less than 6.0 in any band; or Paper-based TOEFL with an overall score of 600 and a test of written English (TWE) score of 5.0; or, Computer-based TOEFL score with 250 overall and an essay score of 5.0, is required.

Undergraduate Qualifications
International students must have a University Entrance qualification equivalent to the New Zealand Bursary and 13 years of school study.

English Entry Criteria
For entry into undergraduate study either: IELTS with 6.0 overall score and no less than 6.0 in any band; or Paper-based TOEFL with an overall score of 550 and a test of written English (TWE) score of 5.0; or, Computer-based TOEFL score with 213 overall and an essay score of 4.5, is required.
International students seeking admission to Waikato Management School via the Language Institute will be accepted on the basis of a B grade average at Level 7 of
the Language Institute assessment programme. Please note that students must have clear passing grades on each band.

International students may also be admitted with Cambridge Certificate in Advanced English (CAE) and Cambridge Certificate of Proficiency in English (CPE) qualifications, but the School retains the right to set additional entry requirements.

Note: Waikato Management School reserves the right to change the above English entry criteria at any stage for both undergraduate and graduate qualifications. Students are advised to confirm criteria when they enrol.

Transferring Students

Students will be considered for transfer into Waikato Management School from another Faculty/School within the University, or another university, if they have attained at least seven unrestricted (at least C grade) passes.

Credit from Previous Study

You can apply for credit for degree level study completed at another tertiary institution. Any credit awarded is dependent on the type of qualification studied and the level, content and number of papers passed.

To apply for credit, all you need to do is tick a box on the Application to Enrol and supply an official academic record of your previous study. The fee ranges from $50 to $100 depending on the type of credit applied for.

Bachelor of Management Studies

The Bachelor of Management Studies is a four-year degree that spans business, commerce and management. It is the only four-year business degree offered by a New Zealand university. BMS graduates are popular employees because they have the knowledge, skills and confidence to work in a wide variety of business settings. A unique feature of the BMS is the practical investigation known as the ‘499’ or ‘599’.

The degree also allows you to specialise in one or more subject areas and the opportunity to take papers in subjects outside of Waikato Management School.

Admission Requirements

You are eligible to apply for the BMS if you have (or expect to gain) University Entrance.

You may also be able to apply for this degree through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over), or by transferring from another programme.

International students are able to apply for this degree.

The Admission section of this book provides details about these various ways to apply for admission.

Articulation

Waikato Management School has developed credit arrangements with the polytechnics below. These agreements enable students to meet most of the requirements of the first two years of the BMS by completing a prescribed package of New Zealand Diploma in Business papers (with a B grade average):

- Wairariki Institute of Technology in Rotorua (WIT)
- Bay of Plenty Polytechnic in Tauranga (TGA)
- Tairawhiti Polytechnic in Gisborne (TAI)
- Western Institute of Technology at Taranaki
- Wintec in Hamilton

If you have any further questions about credit, the Management Student Centre (MSC) or the University Admissions and Records Office can help you.

The University of Waikato at Tauranga

Waikato Management School will be offering a selection of accounting, tourism, and marketing papers, as well as STMG391 Strategic Management through the University of Waikato at Tauranga. These papers may be taken towards a BMS degree or a graduate diploma.

Students completing the New Zealand Diploma in Business at Bay of Plenty Polytechnic may transfer to the University of Waikato at Tauranga to complete their BMS degree (majoring in accounting or marketing). Students who wish to major in another subject will need to transfer to the Hamilton campus.

For more information, please contact:

The University of Waikato at Tauranga
142 Durham Street
Tauranga
Phone: 07 577 0620
Email: t.u.c@waikato.ac.nz
http://www.tuc.waikato.ac.nz/
### BMS Planner

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>YEAR 4</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Accounting for Management</strong></td>
<td><strong>Business Economics and the New Zealand Economy</strong></td>
<td><strong>Macroeconomics and the Global Economy</strong></td>
<td><strong>Strategic Management</strong></td>
</tr>
<tr>
<td>ACCT101</td>
<td>ECON100</td>
<td>ECON200</td>
<td>STMG391</td>
</tr>
<tr>
<td><strong>Introduction to Marketing and International Management</strong></td>
<td>**Organisational Behaviour **</td>
<td><strong>Finance</strong></td>
<td><strong>Report of an Investigation</strong></td>
</tr>
<tr>
<td>MKTG151</td>
<td>HRMG241</td>
<td>FINA201</td>
<td>XXXX499</td>
</tr>
<tr>
<td><strong>Information Systems and Supply Chain Management</strong></td>
<td><strong>Management Communication</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MSYS111</td>
<td>MCOM200</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Management Statistics</strong></td>
<td><strong>Business Law, Ethics, Sustainability and the Treaty of Waitangi</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STAT160</td>
<td>MNGT221</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Introduction to Management</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STMG191</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Compulsory papers  First major  Second Major/Elective papers

*Students choosing to take a second major in a subject not listed for the degree will need to take a 200 level major paper in place of a year one elective paper.

**If you are taking a major in Accounting you can swap the compulsory HRMG241 Organisational Behaviour with ACCT231 Management Accounting: Accounting for Organisational Control, however, it may not also count as a paper towards your Accounting major. However, you are still strongly encouraged to complete HRMG241 Organisational Behaviour as one of your elective papers.

### Timeframe

The BMS degree requires four years of full-time study or the equivalent in part-time study. However, taking summer school papers can shorten this time.

### Degree Requirements

To complete the BMS degree, you must pass all the compulsory papers, the requirements for a first major, and gain a minimum of 480 points. At least 360 points must be above 100 level including 200 points above 200 level, and 80 points above 300 level. You must also pass a Computer Competency Module (CCM), (run by the Waikato Management School Information Technology team, or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

You can take a maximum of 120 points from outside the field of the degree. The field of the degree includes all BMS major subjects and compulsory papers. Normally, students take 120 points a year or 60 points in a semester.

### Paper Requirements

You must pass at least 60 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.

Some papers have prerequisites, corequisites and/or restrictions. Careful programme planning is advised.

### Major Requirements

#### First Major

You must select your first major from the list of majors for the BMS on the opposite page.

All first majors require you to pass at least 120 points (at least six papers) above 100 level including 60 points (at least three papers) above 200 level, and at least 40 points above 300 level in your chosen major.

However, some majors also have some specific paper requirements. To check if a selected major has any specific requirements, look in the Waikato Management...
School Student Handbook under the chosen subject, and find the item Qualifications and Specific Subject Requirements, then locate the BMS major requirements for that subject.

No compulsory paper can be counted towards a first major.

Second Major
You may also select a second major from the list of majors for the BMS below.
Again, you will be required to pass at least 120 points (at least six papers) above 100 level including 60 points (at least three papers) above 200 level and at least 40 points above 300 level, in your second chosen subject. You will need to check if the major has any specific paper requirements.

No paper can count towards two majors, but the compulsory paper MNGT221 may be used to count towards the second major only if it is selected from the list of majors for the BMS below.
Alternatively, you may take a second major in any other undergraduate subject even though it is not listed below and will be required to pass 120 points above 100 level including 60 points above 200 level. You should be aware that this choice will mean that more than 480 points are required to complete your degree and that you will be required to take a 200 level major paper in place of one of your first year elective papers. You may also be required to complete prerequisite papers. If you are considering this option you will need to discuss your programme with the relevant Schools/Faculty.

If you choose not to take a second major then the remaining papers can be taken from any subject except professional Education papers.

Majors for the BMS
A first Major must be taken in one of the following areas:
• Accounting
• Economics
• Finance
• Human Resource Management
• Information Systems Management
• International Management
• Management Communication
• Manufacturing Management
• Marketing
• Public Relations
• Strategic Management
• Supply Chain Management
• Tourism Management

Completion Notes
Please note: These regulations apply to students beginning their studies in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. Refer to previous Waikato Management School Student Handbooks which are available on line at: http://www.mngt.waikato.ac.nz/Publications

499/599 Report of an Investigation
One of the key features of the BMS degree is a paper named the Report of an Investigation (or the ‘499/599’). The 499/599 investigation is a vital part of the BMS in that it gives you experience in undertaking research in a real management environment. The 499/599 provides an important link between the theory being learnt and the application of that theory, and must be completed by all BMS students.

A minimum of 20 papers (including the compulsory papers) must be completed before you can begin your investigation. Thirty-two weeks are allowed to complete the investigation. The 499 Report of an Investigation is only available to BMS students. The 599 Report of an Investigation is available only to BMS (Hons) students though is not compulsory to satisfy honours requirements. For the BMS (Hons), either a 499 or a 599 must be completed.

Student Investigations Information
Information for getting started on a 499/599 is available from the Student Investigations Information Board at the Management Student Centre (MSC). Students can help themselves to project proposal forms, sponsor brochures, the Getting Started Guide and other up to date information. Final report forms and covers for the report are available from the counter at the Management Student Centre (MSC).

All 499/599 information is also available from the website: http://www.mngt.waikato.ac.nz/education/qualifications/undergraduate. Then click on BMS/499/599.

Ethical Approval of Research
When you undertake research such as the 499/599 that may involve human participants as the subject of enquiry, the University requires that the Waikato Management School Ethics Committee approve such research before proceeding. The guidelines and procedures for seeking approval are located on the Waikato Management School home page under Research then click Research Ethics.

Bachelor of Management Studies with Honours
In the third year of the BMS, top students may qualify for entry to the highly regarded BMS Honours degree. The BMS Honours provides an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Honours is considered to be a pivotal year in which you are able to synthesise ideas, develop skills and prepare for independence in your chosen field, whether in further study or paid employment.

Students who have passed 22 papers, including the successful completion of all compulsory papers up to 300 level, with a B+ average (Grade Point Average (GPA) above 5.5) or better may apply for entry into the BMS Honours degree. However, provisional entrance will be considered for those who have completed at least 20 papers.

If you complete honours successfully, the class of honours awarded is formally recognised on your degree certificate.

Degree Requirements
In addition to the BMS requirements you are also required to pass 120 points at 500 level in one or two of the subjects listed as majors for the BMS. You must include at least 30 points at 500 level in your major subject or subjects. A maximum of 30 points at 500 level may be taken from subjects outside Waikato Management School. A 599 Report of an Investigation may be included as 30 of the 120 points taken.
towards this degree. However, you can also opt to take a 499 to meet the degree requirements and then take 120 points in other 500 level papers.

The degree therefore comprises 520 points, including at least 400 points above 100 level, 240 points above 200 level, and 120 points above 400 level.

**Further Study**

A B average in the BMS(Hons) satisfies the admission requirements for the Master of Management Studies at Waikato Management School. Successful completion of the BMS (Hons) degree may also allow you direct entry into masters degrees at other New Zealand universities.

**F.A.Q.**

**How is the GPA for entry to the BMS(Hons) degree calculated?**

Your Grade Point Average (GPA) is calculated on the basis of the grades you have obtained in 200, 300 and 400 level papers completed prior to admittance to honours. To ensure that you will be eligible to enter the honours programme, you will need to have achieved a GPA in these papers above 5.5 (B+) for entry into the BMS(Hons) degree. More weight (2/3rds) will be placed on your performance in your completed papers at or above 300 level than in your completed 200 level papers (1/3rd).

**Formula for calculating GPA:**

1. Each of the grades for 200, 300 and 400 level papers completed are assigned a value
   
   - A+ = 9
   - A = 8
   - A- = 7
   - B+ = 6
   - B = 5
   - B- = 4
   - C+ = 3
   - C = 2
   - RP = 1

2. Add together all the 200 level values and divide the result by the number of 200 level papers completed, then multiply by 0.33

3. Add together all the 300 and 400 level values and divide the result by the number of 300 and 400 level papers completed, then multiply by 0.67

4. Add the results from 2) and 3) together

5. If the result from 4) is above 5.5 then you are eligible to apply for the BMS(Hons) degree.

**I haven’t completed enough papers - will you still consider my application?**

If you haven’t completed enough papers at the time of your application to the honours degree, but meet the other entry criteria, you will be considered for admission. You need to apply on the application form and hand this to the Management Student Centre.

**I believe I have a special case for admission - what should I do?**

If you do not meet the listed entry criteria for the honours degree, but believe there are valid reasons why your application should be considered, then you are welcome to apply. A letter outlining the circumstances of the application is essential.

**I am considering commencing honours with a Summer School 500 level paper - what should I do?**

If you intend to commence honours with a 500 level paper at Summer School you should apply for admission to the programme rather than wait to be invited. These students will be identified and decisions made quickly, so that the course reading may commence on time if the application is successful.

**How is the class of honours to be awarded?**

The degree may be awarded with First Class Honours, Second Class Honours (first division) or Second Class Honours (second division). If awarded, the class of honours will be determined on the basis of the student’s grades in the 500 level papers.

Please contact the Management Student Centre for more information on 07 838 4303, 0800 654 303 or msc@mngt.waikato.ac.nz
Bachelor of Management Studies as a Conjoint Degree

Subject to NZVCC CUAP approval it will be possible to take the BMS degree as a conjoint degree with most other University of Waikato bachelor degrees. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two degrees in a shorter period of time than would ordinarily be possible. For example, if the BMS and LLB are taken as a conjoint both can be completed in five and a half years.

### BMS as a Conjoint Planner

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>Compulsory papers</th>
<th>Major and elective papers</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT101</td>
<td>Accounting for Management</td>
<td></td>
</tr>
<tr>
<td>ECON100</td>
<td>Business Economics and the New Zealand Economy</td>
<td></td>
</tr>
<tr>
<td>MKTG151</td>
<td>Introduction to Marketing and International Management</td>
<td></td>
</tr>
<tr>
<td>MSYS111</td>
<td>Information Systems and Supply Chain Management</td>
<td></td>
</tr>
<tr>
<td>STAT160</td>
<td>Management Statistics</td>
<td></td>
</tr>
<tr>
<td>STMG191</td>
<td>Introduction to Management</td>
<td></td>
</tr>
<tr>
<td>ECON200</td>
<td>Macroeconomics and the Global Economy</td>
<td></td>
</tr>
<tr>
<td>FINA201</td>
<td>Finance</td>
<td></td>
</tr>
<tr>
<td>HRMG241</td>
<td>Organisational Behaviour</td>
<td></td>
</tr>
<tr>
<td>MCOM200</td>
<td>Management Communication</td>
<td></td>
</tr>
<tr>
<td>MNGT221</td>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td></td>
</tr>
</tbody>
</table>

### BMS Conjoint Degree Requirements

To complete the BMS as a conjoint degree, you must pass all the compulsory papers for the BMS degree, the requirements for a first major, and gain a minimum of 360 points. At least 270 points must be above 100 level including 150 points above 200 level, and 60 points above 300 level. You must also pass a Computer Competency Module (CCM) (run by the Waikato Management School Information Technology team, or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

You must enrol in at least one paper for each degree per year unless the requirements of one of the component degrees have already been completed.

The information regarding admission, paper requirements, and major requirements stated under the BMS regulations are also applicable for the conjoint BMS regulations.
BMS/LLB as a Conjoint Degree

If you wish to take the BMS/LLB conjoint then the core paper MNGT221 requirement is met by passing LAWS204 and is therefore replaced by an additional elective paper at 200 level or above.

Possible Conjoint Degree Combinations

Some examples of possible conjoint degrees include:

- BMS/BSc
- BMS/BCMS
- BMS/BSocSc
- BMS/BA
- BMS/BTchg

- BMS(Hons)/LLB(Hons)
- BMS(Hons)/BSc

Please contact the relevant School/Faculty for the requirements of its conjoint degree.

Completion Notes

Please note: These regulations apply to students beginning their conjoint degrees in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. (Refer to previous Waikato Management School Student Handbooks for further details).
Bachelor of Business Analysis – Financial

With our new financial degree you will gain robust financial management training which will allow you to move quickly towards membership of accounting bodies here and overseas.

The Bachelor of Business Analysis – Financial (BBA(Fin)), is a three year degree that includes training in business, but also enables you to specialise and acquire an in-depth understanding of financial analysis. The degree focuses on the quantitative areas of management including accounting, economics and finance.

This degree also allows you to take papers in subjects outside Waikato Management School, for example, in statistics or mathematics.

Admission Requirements

You are eligible to apply for this degree if you have (or expect to gain) University Entrance.

You may also be able to apply for this degree through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over), or by transferring from another programme.

International students are able to apply for this degree.

The Admission section of this book provides details about these various ways to apply for admission.

Timeframe

The BBA(Fin) degree requires three years of full-time study or the equivalent in part-time study. However, taking summer school papers can shorten this time.

Degree Requirements

To complete the BBA(Fin) degree, you must pass all the compulsory papers, the requirements for a first major, and gain a minimum of 360 points. At least 240 points must be above 100 level including at least 80 points above 200 level. You must also pass at least 40 points above 100 level outside the major, a Computer Competency Module (CCM), (run by the Waikato Management School Information Technology team, or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM). If you do not pass the WCM in your first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

Students who choose not to take a second major may take a maximum of 80 points from outside the field of the degree. The field of the degree includes all management subjects and the compulsory papers for the degree.

Normally, students take 120 points a year or 60 points in a semester.

Paper Requirements

You must pass at least 60 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.

Some papers have prerequisites, corequisites and or restrictions. Careful programme planning is advised.
Major Requirements

First Major
You must select your first major from the list of majors for the BBA(Fin) below. All first majors require you to pass at least 120 points above 100 level including 60 points above 200 level in your chosen major. However, some majors also have some specific paper requirements. To check if a selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item Qualifications and Specific Subject Requirements, then locate the BBA(Fin) major requirements for that subject.

A first major in the BBA(Fin) must also include an applied project, work experience or business applications paper. The following papers will satisfy this requirement.
For Accounting – ACCT399 or ACCT412
For Economics – ECON399
For Finance – FINA399 or FINA306

Second Major
You will be required to pass 120 points above 100 level including 60 points above 200 level in your chosen second major subject. You will need to check if the major has any specific paper requirements.

You may select your second major subject from the list of majors for the BBA(Fin) below. Alternatively, you may take a second major in any other undergraduate subject even though it is not listed below. You should be aware that this choice will mean that more than 360 points are required to complete your degree, and that you will be required to take a 200 level major paper in place of one of your first year elective papers. You may also be required to complete prerequisite papers. If you are considering this option you will need to discuss your programme with the relevant Schools/Faculty.

If you choose not to take a second major then the remaining papers may be taken from any subject except Professional Education papers.

Majors for the BBA(Fin)
A first major must be taken in one of the following areas:
• Accounting
• Economics
• Finance

Conjoint Degrees
Subject to NZVCC CUAP approval it will be possible to take the BBA(Fin) degree as a conjoint degree with most other University of Waikato bachelor degrees. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete two degrees in a shorter period of time than would ordinarily be possible.

BBA(Fin) Conjoint Degree Requirements
To complete the BBA(Fin) as a conjoint degree, you must pass all the compulsory papers for the BBA(Fin) degree, the requirements for a first major, and gain a minimum of 270 points. At least 180 points must be above 100 level including 60 points above 200 level. You must also pass at least 40 points above 100 level outside the major, a Computer Competency Module (CCM), (run by the Waikato Management School Information Technology team), or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

You must enrol in at least one paper for each degree per year unless the requirements of one of the component degrees have already been completed.

The information for paper requirements and major requirements stated under the BBA(Fin) regulations are still applicable for the conjoint BBA(Fin) regulations.

Possible Conjoint Degree Combinations
Some examples of possible conjoint degrees include:
BBA(Fin)/BSc
BBA(Fin)/BCMS
BBA(Fin)/BSocSc
BBA(Fin)/BA
BBA(Fin)/BThChg

Please contact the relevant School/Faculty for the requirements of its conjoint degree.

Completion Notes
Please note: These regulations apply to students beginning their studies in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. Refer to previous Waikato Management School Student Handbooks which are available online at http://www.mngt.waikato.ac.nz/Publications

Bachelor of Business Analysis Honours – Financial
The BBA(Hons(Fin)) degree provides a first year of graduate study that follows on from the BBA(Fin).

In order to enrol in the BBA(Hons(Fin)), students must have been awarded the BBA(Fin) degree at the University of Waikato, or a qualification considered equivalent by the Academic Board, with a B+ average in the specialist subject area.

Degree Requirements
You will be required to pass 120 points at 500 level including a dissertation or thesis and at least 60 points in one of the main subjects being accounting, economics or finance. However, some subjects may also have some specific paper requirements. To check if a selected subject has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the BBA(Hons(Fin)) subject requirements.

Class of Honours
The degree may be awarded with First Class Honours, Second Class Honours (first division), Second Class Honours (second division), or Third Class Honours. If awarded, the class of honours will be determined on the basis of the student’s grades in the 500 level papers.
Bachelor of Electronic Commerce

BECom Planner

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>Compulsory papers</th>
<th>First Major</th>
<th>Second Major/Elective papers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Practical Programming</strong></td>
<td>COMP153</td>
<td><strong>Communication and Cyberspace</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Introduction to Marketing and International Management</strong></td>
<td>MKTG151</td>
<td><strong>Information Systems and Supply Chain Management</strong></td>
</tr>
<tr>
<td></td>
<td><strong>The World of Electronic Commerce</strong></td>
<td>MSYS121</td>
<td><strong>Introduction to Management</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Electronic Commerce Field Project</strong></td>
<td>MSYS319</td>
<td>****</td>
</tr>
</tbody>
</table>

*Students choosing to take a second major will need to take a 200 level major paper in place of a year one elective paper.

**The Industry work experience paper MSYS319 is normally taken in the summer between the second and third year of study.

Bachelor of Electronic Commerce

The Bachelor of Electronic Commerce (BECom) was the first electronic commerce degree in New Zealand and provides you with a sound understanding of and skills in both the technical and management areas of electronic commerce. Through the industry work experience papers you gain practical industry experience in electronic commerce, which is highly valued by employers.

Admission Requirements

You are eligible to apply for this degree if you have (or expect to gain) University Entrance.

You may also be able to apply for this degree through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over), or by transferring from another programme.

International students are able to apply for this degree.

The Admission section of this book provides details about these various ways to apply for admission.

Timeframe

The Bachelor of Electronic Commerce (BECom) normally takes three years of full-time study or the equivalent in part-time study.

Degree Requirements

To complete the BECom degree, you must pass all the compulsory papers, the major requirements for electronic commerce, and gain a minimum of 360 points. At least 240 points must be above 100 level including at least 80 points above 200 level. You are also required to pass at least 40 points above 100 level outside the major.

You must also pass a Computer Competency Module (CCM), (run by the Waikato Management School Information Technology team, or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM).

If a pass is not attained in WCM in the first semester of study, you will be required to take a writing paper and pass the module by the end of your second semester.

Students who choose not to take a second major may take a maximum of 80 points from outside the field of the degree. The field of the degree includes all management subjects and the compulsory papers for the degree.

Normally, students take 120 points a year or 60 points a semester.

Paper Requirements

You must pass at least 60 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.

Some papers have prerequisites, corequisites and or restrictions. Careful programme planning is advised.

Major Requirements

If you are planning on undertaking graduate study you are strongly encouraged to take a second major in one of the following undergraduate subjects; Accounting, Economics, Finance, Information Systems Management, Marketing, Management Communication or Supply Chain Management.
First Major
You must pass 120 points above 100 level including 60 points above 200 level and complete the specific requirements for a major in electronic commerce. Look in the Waikato Management School Student Handbook under the subject electronic commerce, and find the item Qualifications and Specific Subject Requirements, then locate the BECom major requirements for that subject.
No compulsory paper can be counted towards a major.

Second Major
You will be required to pass 120 points above 100 level including 60 points above 200 level in your chosen second major. You will need to check if the major has any specific paper requirements.
You may select your second major subject from any undergraduate subject. You should be aware that this choice will mean that more than 360 points are required to complete your degree, and that you will be required to take a 200 level major paper in place of one of your first year elective papers. You may also be required to complete prerequisite papers. If you are considering this option you will need to discuss your programme with the relevant School/Faculty.
If you choose not to take a second major then the remaining papers may be taken from any subject except Professional Education papers.

Major for the BECom
A first major must be taken in Electronic Commerce.

Industry Work Experience Papers
There is an industry placement/experience component in the BECom degree being the compulsory MSYS319 Electronic Commerce Field Project and the optional MSYS219 Electronic Commerce Industry Experience.

Conjoint Degrees
Subject to NZVCC CUAP approval it will be possible to take the BECom degree as a conjoint degree with most other University of Waikato bachelor degrees. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two degrees in a shorter period of time than would ordinarily be possible.

BECom Conjoint Degree Requirements
To complete the BECom as a conjoint degree, you must pass all the compulsory papers for the BECom degree, the requirements for a first major, and gain a minimum of 270 points. At least 180 points must be above 100 level including 60 points above 200 level. You must also pass a Computer Competency Module (run by the Waikato Management School Information Technology team, or pass a Management Student Centre (MSC) approved computer paper) and a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.
You must enrol in at least one paper for each degree per year unless the requirements of one of the component degrees have already been completed.
The information for paper requirements and major requirements stated under the BECom regulations are still applicable for the conjoint BECom regulations.

Possible Conjoint Degree Combinations
Some examples of possible conjoint degrees include:
BECom/BSc
BECom/BCMS
BECom/BSoSc
BECom/BA
BECom/BTchg
Please contact the relevant School/Faculty for the requirements of its conjoint degree.

Completion Notes
Please note: These regulations apply to students beginning their studies in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. Refer to previous Waikato Management School Student Handbooks which are available online at http://www.mngt.waikato.ac.nz/School Publications

Bachelor of Electronic Commerce with Honours
The BECom Honours degree provides a bridge into further academic study in the electronic commerce area at the masters or PhD level. This degree will allow you to investigate in-depth an academic area of electronic commerce of interest to you. Because of the focus on further academic study, the degree includes a research methods paper to introduce you to the processes and techniques of conducting and publishing academic research. The methods paper is normally completed before undertaking the other required paper – a one paper dissertation (591) – in which you, under the guidance of an academic supervisor, will devise and design a research project in the electronic commerce area. The dissertation work will usually involve the development of a literature review, selection of appropriate research methodology and the design and execution of field data collection. This work is then followed by analysis of the data collected and the write-up of the dissertation.
Students may be accepted into this degree on successful completion of a BECom degree, or a qualification considered equivalent by the Academic Board, with an academic average of B+ or better.

Degree Requirements
You will be required to take 120 points at 500 level, including a research methods paper, a one paper dissertation and two additional taught 500 level in areas related to electronic commerce. For the specific paper requirements for the degree, look in the Waikato Management Student Handbook under Electronic Commerce, and find the item called Qualifications and Specific Subject Requirements, then locate the BECom(Hons) requirements.
Any enquiries about this degree should be directed to the Management Student Centre (MSC), email msc@mngt.waikato.ac.nz or phone (07) 838 4303 or 0800 654 303. Specific academic enquiries about the degree can be directed to Professor Bob McQueen, Phone (07)838 4126 or email bmcqueen@waikato.ac.nz.

Class of Honours
The degree may be awarded with First Class Honours, Second Class Honours (first division), Second Class Honours (second division), or Third Class Honours. If awarded, the class of honours will be determined on the basis of the student’s grades in the 500 level papers.
Bachelor of Communication Studies

The Bachelor of Communication Studies (BCS) degree equips you with the knowledge and skills required for a variety of careers involving the communication industries, advertising, management, marketing, media, public relations and other professions. A distinguishing feature of the BCS is its combination of arts and management perspectives on communication. This ensures that graduates are not only creative, but are also able to strategically manage the internal and external communication needs of organisations in the corporate, government and not-for-profit sectors. The BCS includes compulsory papers in the media, communication technologies, the creative industries, linguistics and corporate communication.

Admission Requirements
You are eligible to apply for this degree if you have (or expect to gain) University Entrance.
You may also be able to apply for this degree through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over), or by transferring from another programme.
International students are able to apply for this degree.
The Admission section of this book provides details about these various ways to apply for admission.

Timeframe
The Bachelor of Communication Studies (BCS) normally takes three years of full-time study. Study can also be part-time.

Degree Requirements
To complete the BCS degree, you must pass all the compulsory papers, the requirements for first major, and gain a minimum of 360 points. At least 240 points must be above 100 level including at least 80 points above 200 level. You are also required to pass at least 40 points above 100 level outside the major.
In addition, Waikato Management School students who are majoring in Management Communication, Marketing and/or Public Relations must pass the Waikato Management School Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study then you will be required to take a writing paper and pass the module by the end of your second semester.
Students who choose not to take a second major may take a maximum of 80 points from outside the field of the degree. The field of the degree includes all BCS major subjects and compulsory papers.
Normally, students take 120 points a year or 60 points in a semester.

Paper Requirements
You must pass at least 60 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.
Some papers have prerequisites, corequisites and or restrictions. Careful programme planning is advised.
Bachelor of Communication Studies

Major Requirements

First Major
You must select your first major from the list of majors for the BCS below. All first majors require you to pass at least 120 points above 100 level including 60 points above 200 level in your chosen major. However, some majors also have some specific paper requirements. To check if a Waikato Management School selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item Qualifications and Specific Subject Requirements, then locate the BCS major requirements for that subject. No compulsory paper can be counted towards a first major.

Second Major
You will be required to pass 120 points above 100 level including 60 points above 200 level in your chosen second major subject. You will need to check if the major has any specific paper requirements. No paper may count towards two majors, but the compulsory paper MCOM220 may be used to count towards a second major only if it has been selected from the list of majors for the BCS below. If MCOM220 is counted toward a second major then no more than two other 200 level papers should be taken toward this major. You may select your second major subject from the list of majors for the BCS below. Alternatively, you may take a second major in any other undergraduate subject even though it is not listed below. You should be aware that this choice will mean that more than 360 points are required to complete your degree, and that you will be required to take a 200 level major paper in place of one of your first year elective papers. You may also be required to complete prerequisite papers. If you are considering this option you will need to discuss your programme with the relevant Schools/Faculty. If you choose not to take a second major, then the remaining papers can be taken from any subject except Professional Education papers.

Majors for the BCS
A first major must be taken in one of the following subjects: Management Communication, Marketing, Public Relations, English Studies, Linguistics or Media Studies. Subject to NZVCC CUAP approval M¯aori Media and Communication will also be available. The three majors offered through Waikato Management School are:

- Management Communication
- Marketing
- Public Relations

To check if a selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the BCS major requirements for that subject.

The three majors offered through the Faculty of Arts and Social Sciences are:

- English Studies
- Linguistics
- Media Studies

The requirements for which are stated below:

English Studies
The following papers are compulsory:

- ENGL217 Writing and Audience

and either ENGL316 Literary Theory or NZST300 Writing Identity

And a further 80 points in English papers to meet the requirements for the major.

Linguistics
The following papers are compulsory:

- LING231 General Linguistics
- LING302 Language Typology
- LING304 Language in Society

(Note: LING131 Describing Language is a prerequisite for these papers).

And a further 60 points in Linguistics papers to meet the requirements for the major.

Media Studies
The following papers are compulsory:

- SMST207 Media and Society 2: Media Research
- SMST305 Media and Society 3: Local and Global

The following paper is recommended:

- SMST101 Screen Studies 1: The Moving Image

And a further 80 points in Media Studies papers to meet the requirements for the major.

Subject to NZVCC CUAP approval a major in M¯aori Media and Communication will be available from January 1, 2008 via the School of M¯aori and Pacific Development. For further information please contact the School of M¯aori and Pacific Development.

399 Communication Investigation in the Workplace

BCS students studying for a second major combining any two of Waikato Management School BCS majors (management communication, marketing, and public relations) are able to undertake a ‘399 Communication Investigation in the Workplace’. This paper gives you experience in working and undertaking research in a real management environment. The 399 is taken in the B semester of the third year of the BCS following completion of MCOM398 - Careers and Communication Consulting Methods or MKTG352 Market Research (students intending to take a Marketing 399 should discuss their proposed topic with the Marketing Department 399 coordinator at the end of their second year to determine whether MKTG352 Market Research is a more appropriate methodology paper).

School/Faculty Enrolment Options
You may choose to enrol in either Waikato Management School or the Faculty of Arts and Social Sciences. As a guide, students who choose to major in management communication, marketing or public relations will normally enrol in Waikato Management School. Students who choose English studies, linguistics, or media studies will normally enrol in the Faculty of Arts and Social Sciences. Students who choose two major subjects from those listed as available for the BCS from different Faculty/Schools may choose to enrol in either Faculty/School.
Conjoint Degrees
Subject to NZVCC CUAP approval it will be possible to take the BCS degree as a conjoint degree with most other University of Waikato bachelor degrees. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two degrees in a shorter period of time than would ordinarily be possible.

BCS Conjoint Degree Requirements
To complete the BCS as a conjoint degree, you must pass all the compulsory papers for the BCS degree, the requirements for a first major, and gain a minimum of 270 points. At least 180 points must be above 100 level including 60 points above 200 level. In addition Waikato Management School students who are majoring in Management Communication, Marketing and/or Public relations must pass a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

You must enrol in at least one paper for each degree per year unless the requirements of one of the component degrees have already been completed.

The information for paper requirements and major requirements stated under the BCS regulations are still applicable for the conjoint BCS regulations.

Possible Conjoint Degree Combinations
Some examples of possible conjoint degrees include:
BCS/BSc
BCS/BCMS
BCS/BScSc
BCS/BA
BCS/BTchg

Please contact the relevant School/Faculty for the requirements of its conjoint degree.

Completion Notes
Please note: These regulations apply to students beginning their studies in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. Refer to previous Waikato Management School Student Handbooks which are available online at http://www.mngt.waikato.ac.nz/Publications

Bachelor of Communication Studies with Honours
The BCS Honours degree provides a first year of graduate study that follows on from the BCS degree. Each subject already forms part of a recognised field of study and has a specified programme which takes account of papers previously passed in the BCS degree. Students will normally complete the BCS Honours degree within one year of full-time study, or the equivalent in part-time study.

In order to enrol in the BCS Honours, students must have successfully completed their BCS degree at the University of Waikato, or a qualification considered equivalent by the Academic Board. They should also normally have a B+ grade average in the major subject that they intend to take at honours level and a B+ grade average in any other four papers above 100 level credited to the BCS.

Degree Requirements
You will be required to take 120 points at 500 level, including at least 60 points in your chosen subject.

If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. Any student who fails a paper or papers worth more than 30 points in total will not be permitted to proceed with the degree.

Majors for BCS(Hons)
The major subjects for the honours degree that may be taken within Waikato Management School are:
• Management Communication
• Marketing
• Public Relations

To check if a selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the BCS(Hons) major requirements for that subject.

The major subjects for the honours degree that may be taken within the Faculty of Arts and Social Sciences are:
• English Studies
• Media Studies

Please contact the Faculty of Arts and Social Sciences for details about the requirements of these majors.

Class of Honours
The degree may be awarded with First Class Honours, Second Class Honours (first division) Second Class Honours (second division), or Third Class Honours. If awarded, the class of honours will be determined on the basis of the student’s grades in the 500 level papers.
Bachelor of Tourism

The Bachelor of Tourism can lead to exciting jobs, on land and sea, at home or far away. Tourism is one of the fastest growing industries in the world. It needs people who can work on the front line, but it also requires people behind the scenes planning, forecasting and shaping its direction. The BTour is an interdisciplinary degree that focuses on developing a responsive approach to the needs of the industry in New Zealand and overseas by encouraging you to develop a constructive and critical understanding of tourism, its constituent parts, impacts and management.

Admission Requirements
You are eligible to apply for this degree if you have (or expect to gain) University Entrance.
You may also be able to apply for this degree through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over), or by transferring from another programme.
International students are able to apply for this degree.
The Admission section of this book provides details about these various ways to apply for admission.

Articulation
Waikato Management School has developed a credit arrangement with the Bay of Plenty Polytechnic in Tauranga to enable students completing a prescribed package of New Zealand Diploma in Business papers, (with a B grade average), to transfer papers that are the equivalent of one year’s credit to the BTour.

Timeframe
The Bachelor of Tourism (BTour) normally takes three years of full-time study or the equivalent in part-time study.

Degree Requirements
To complete the BTour degree, you must pass all the compulsory papers, the requirements for a first major, and gain a minimum of 360 points. At least 240 points must be above 100 level including at least 80 points above 200 level. You are also required to pass at least 40 points above 100 level outside the major.
In addition, Waikato Management School students, who are majoring in Tourism Management or Hospitality Management, must pass the Waikato Management School Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.
Students who choose not to take a second major may take a maximum of 80 points from outside the field of this degree. The field of the degree includes all BTour major subjects and compulsory papers. Normally, students take 120 points a year or 60 points a semester.
Paper Requirements
You must pass at least 60 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.
Some papers have prerequisites, corequisites and or restrictions. Careful programme planning is advised.

Major Requirements

First Major
You must select your first major from the list of majors for the BTour below.
All first majors require you to pass at least 120 points above 100 level including 60 points above 200 level, in your chosen major.
However, some majors also have some specific paper requirements. To check if a Waikato Management School selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item Qualifications and Specific Subject Requirements, then locate the BTour major requirements for that subject.
The only time a compulsory paper can be counted towards a first major is when a second major is selected from the list of majors for the BTour below.

Second Major
You will be required to pass 120 points above 100 level including 60 points above 200 level in your chosen second major subject. You will need to check if the major has any specific paper requirements
No paper can count towards two majors but the compulsory paper TOMG390 may be used to count towards a first major in place of TOMG301, but only if the second major is selected from the list of majors for the BTour below.
You may select your second major subject from the list of majors for the BTour below. Alternatively, you may take a second major in any other undergraduate subject even though it is not listed below. You should be aware that this choice will mean that more than 360 points are required to complete your degree, and that you will be required to take a 200 level major paper in place of one of your first year elective papers. You may also be required to complete prerequisite papers. If you are considering this option you will need to discuss your programme with the relevant Schools/Faculty.
If you choose not to take a second major then the remaining papers may be taken from any subject except Professional Education papers.

Majors for the BTour
A first major must be taken in Hospitality Management, Tourism Management or Tourism Development.
The two majors offered through Waikato Management School are:
• Hospitality Management
• Tourism Management
To check if a selected major has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item Qualifications and Specific Subject Requirements, then locate the BTour major requirements for that subject. Please note that if you are taking a Waikato Management School major you should take ACCT101 in your first year of study.
The major that is offered through the Faculty of Arts and Social Sciences is Tourism Development. The requirements for which are stated below.

Tourism Development
The following papers are compulsory:
• GEOG224 Tourism Environments
• TOST201 Tourism Impacts
• TOST300 The Social Construction of Tourism and Tourists
• TOST306 Geographies of Tourism Planning and Development
and 20 points from the following list: ANTH201, ANTH202, GEOG206, GEOG209, GEOG210, GEOG219, GEOG228, SPLS209.
and 20 points from the following list: ANTH300, GEOG306, SPLS309.
Note: It is recommended that students taking this major take GEOG103 Resources and Environment in their first year of study.
For further information contact the Faculty of Arts and Social Sciences, Ph (07) 8384080.

School/Faculty Enrolment Options
Students may choose to enrol in either Waikato Management School or the Faculty of Arts and Social Sciences. As a guide, students who choose to major in hospitality management or tourism management will normally enrol in Waikato Management School. Students who choose tourism development normally enrol in the Faculty of Arts and Social Sciences.

Conjoint Degrees
Subject to NZVCC CUAP approval it will be possible to take the BTour degree as a conjoint degree with most other University of Waikato bachelor degrees. Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two degrees in a shorter period of time than would ordinarily be possible.

BTour Conjoint Degree Requirements
To complete the BTour as a conjoint degree, you must pass all the compulsory papers for the BTour degree, the requirements for a first major, and gain a minimum of 270 points. At least 180 points must be above 100 level including 60 points above 200 level. In addition Waikato Management School students who are majoring in Tourism Management and/or Hospitality Management must pass a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.
You must enrol in at least one paper for each degree per year unless the requirements of one of the component degrees have already been completed.
The information for paper requirements and major requirements stated under the BTour regulations are still applicable for the conjoint BTour regulations.

Possible Conjoint Degree Combinations
Some examples of possible conjoint degrees include:
BTour/BSc
BTour/BCMS
BTour/BScSc
BTour/BA
BTour/BTchg
Please contact the relevant School/Faculty for the requirements of its conjoint degree.
Completion Notes
Please note: These regulations apply to students beginning their studies in 2008. Students who began their studies prior to 2008 need to meet all the regulations for a particular year, usually those for the year in which they first enrolled in the qualification. Refer to previous Waikato Management School Student Handbooks which are available online at http://www.mngt.waikato.ac.nz/School Publications.

Bachelor of Tourism with Honours
The BTour Honours degree provides a first year of graduate study that follows on from the BTour. In the BTour Honours degree the majors Tourism Management and Hospitality Management are combined to form a single subject, Tourism and Hospitality Management.

Students will normally complete the BTour Honours degree within one year of full-time study, or the equivalent in part-time study.

In order to enrol in the BTour Honours degree, students must have completed their BTour at the University of Waikato, or a qualification considered equivalent by the Academic Board. They should also normally have a B+ grade point average across all papers.

Degree Requirements
You will be required to take 120 points at 500 level, including at least 60 points in your chosen subject.

If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. Any student who fails a paper or papers worth more than 30 points in total will not be permitted to proceed with the degree.

Majors for the BTour(Hons)
The major subject for the honours degree that is offered through Waikato Management School is Tourism and Hospitality Management.

The specific requirements for this major are found in the Waikato Management School Student Handbook under Tourism Management. First locate the item Qualifications and Specific Subject Requirements and then locate the BTour(Hons) Tourism and Hospitality major requirements.

The major honours subject that may be taken through the Faculty of Arts and Social Sciences is Tourism Development.

For further information contact the Faculty of Arts and Social Sciences. Ph: (07) 8384080.

Class of Honours
The degree may be awarded with First Class Honours, Second Class Honours (first division) Second Class Honours (second division), or Third Class Honours. If awarded, the class of honours will be determined on the basis of the student’s grades in the 500 level papers.

Certificates and Diplomas
Certificates and Diplomas provide university qualifications that require a relatively short period of study and are targeted to meet particular educational needs. They can also provide a pathway to future study.

The Certificate represents the first stage of undergraduate study. The Diploma represents the second stage of undergraduate study, corresponding to the second year of a degree programme.

Available Certificates
The following Certificates are available through Waikato Management School:
- Communication Studies (Cert(CS))
- Management (Cert(Mgt))
- Tourism (Cert(Tour))

Available Diplomas
The following Diplomas are available through Waikato Management School:
- Communication Studies (Dip(CS))
- Management (Dip(Mgt))
- Tourism (Dip(Tour))

Admission Requirements
You are eligible to apply for these programmes if you have (or expect to gain) University Entrance.

You may also be able to apply for these programmes through Discretionary Entrance (under 20 years of age), or Special Admission (20 years or over).

International students are able to apply for these programmes.

The Admission section of this book provides further information.

For admission into the diploma, you are also required to have a relevant certificate qualification, or evidence of training, experience and ability that makes you suitable for undergraduate study at the diploma level, as deemed by the University’s Academic Board.

Admission to the Certificate or Diploma does not automatically imply admission to particular papers. The prerequisites for the papers selected must also be satisfied. In some cases this may mean that you will need to complete more than the minimum points required for the Certificate or Diploma. Such extra requirements will most often apply if the student has little or no background in the subject area.

Timeframe
The Certificate in Management and the Diploma in Management each require one year of full-time study or its equivalent in part-time study.

Specialisations
Specialisations relate to the requirements of particular degree programmes. Students who intend to use the Certificate or Diploma to provide a pathway to a particular
Requirements for a Certificate in Management
A Certificate in Management (Cert(Mgt)) requires 120 points at 100 level or above in the certificate fields. You must pass at least 90 points in the field of management, which incorporates papers from all the undergraduate subjects offered by Waikato Management School. You must also take a specialisation.

Requirements for the Certificate in Management Specialisations
In addition to the requirements for the Certificate in Management you must satisfy the requirements for one of the following specialisations:

Electronic Commerce
At least 75 points from the 100 level and 200 level compulsory papers for the Bachelor of Electronic Commerce (BECom).

Financial Analysis
At least 75 points from the 100 level and 200 level compulsory papers for the Bachelor of Business Analysis – Financial (BBA(Fin)).

Management Studies
At least 75 points from the 100 level and 200 level compulsory papers for the Bachelor of Management Studies (BMS).

Requirements for a Certificate in Communication Studies
A Certificate in Communication Studies requires 120 points at 100 level or above in the Certificate fields, including at least 75 points from the 100 level compulsory papers for the Bachelor of Communication Studies (BCS).
You must pass at least 90 points in the field of Communication Studies which incorporates papers from the subjects available for a major in the BCS degree.

Requirements for a Certificate in Tourism
A Certificate in Tourism requires 120 points at 100 level or above in the certificate fields including at least 75 points from the 100 level and 200 level papers for the Bachelor of Tourism (BTour). You must pass at least 90 points in the field of Tourism which incorporates papers from the subjects available as a major in the BTour degree.

Requirements for a Diploma in Management
The Diploma in Management (Dip(Mgt)) requires 120 points at 100 level or above including 80 points at 200 level or above, in the Diploma fields. You must pass at least 80 points in the field of management, which incorporates all papers from the undergraduate subjects offered by Waikato Management School, and take a specialisation. You must also pass a Computer Competency Module (CCM), (or an appropriate computer applications course run by the Waikato Management School Information Technology team) and a Writing Competency Module (WCM) in this or a prior qualification. If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

Before taking 200 level papers, at least 45 points at 100 level must be passed in this or a prior qualification.

Requirements for the Diploma in Management Specialisations
In addition to the requirements for a Diploma in Management you must satisfy the requirements for one of the following specialisations:

Electronic Commerce
At least 80 points at 200 level or above from subjects offered for the BECom including MSYS121, COMP219, FINA202 and MSYS212.

Financial Analysis
At least 80 points at 200 level or above from the subjects accounting, economics and finance, including ACCT101, ECON100, ECON200 and FINA201.

Management Studies
At least 80 points at 200 level or above from the compulsory papers for the Bachelor of Management Studies (BMS). Where compulsory papers have been completed in a prior qualification, you may substitute papers from:
• the subjects offered for the Bachelor of Electronic Commerce (BECom), in the field of management, as necessary to satisfy the above requirement for a specialisation in electronic commerce
• accounting, economics and finance, as necessary, to satisfy the above requirement for a specialisation in financial analysis
• the subjects offered for the Bachelor of Management Studies (BMS), in the field of Management, as necessary to satisfy the above requirement for a specialisation in management studies

Requirements for a Diploma in Communication Studies
The Diploma in Communication Studies (Dip(CS)) requires 120 points at 100 level or above, including 80 points at 200 level or above in the Diploma fields. You must pass at least 80 points from subjects offered as a major for the Bachelor of Communication Studies (BCS). At least 40 points at 200 level must be taken in one subject area offered as a major for the BCS. The following papers are compulsory: LING132, MCOM102, MCOM133 SMST102 and MCOM220.
Where compulsory papers have been completed in a prior qualification you may substitute papers from subjects offered for the BCS as necessary to satisfy the requirements for the diploma.
Before taking a 200 level paper, you must have completed at least 45 points at 100 level in this or a prior qualification.

Requirements for a Diploma in Tourism
The Diploma in Tourism (Dip(Tour)) requires 120 points at 100 level or above, including 80 points at 200 level or above in the diploma fields. You must pass at least 80 points from subjects offered as a major for the BTour. You may also take a specialisation.
Certificates and Diplomas

Requirements for a Diploma in Tourism Specialisation

Tourism Management
120 points at 100 level or above including 80 points at 200 level or above from the field tourism.
The following papers are compulsory:
• TOMG200 Tourism Management and the Environment
• TOMG202 Managing Tourism Demand and Behaviour
• TOMG203 Tourism Package Operations
and at least 30 points from the following compulsory papers:
• TOMG100 Tourism Product Design and Pricing
• TOMG101 Introduction to Tourism and Hospitality
• TOST100 Introduction to Tourism Studies
Where compulsory papers have been completed in a prior qualification you may substitute papers from subjects offered as a major in the BTour as necessary to satisfy the requirements for the Diploma.
Before taking a paper at 200 level, you must have completed at least 45 points at 100 level.

Hospitality Management
120 points at 100 level or above including 80 points at 200 level or above from the field tourism.
The following papers are compulsory:
• TOMG204 Hospitality Law
• TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
• TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
and at least 30 points from the following compulsory papers:
• TOMG100 Tourism Product Design and Pricing
• TOMG101 Introduction to Tourism and Hospitality
• TOST100 Introduction to Tourism Studies
Where compulsory papers have been completed in a prior qualification you may substitute papers from subjects offered as a major in the BTour as necessary to satisfy the requirements for the Diploma.
Before taking a paper at 200 level, you must have completed at least 45 points at 100 level.

Graduate Certificates and Graduate Diplomas

Graduate certificates and graduate diplomas provide university qualifications that require a relatively short period of study and the opportunity to complete a short specialised qualification. Graduate certificates and graduate diplomas provide you with a pathway to future study.

Admission Requirements
Admission to the Graduate Certificate is dependent upon either having a bachelor degree or being able to provide significant relevant work experience. Normally, certificate students will complete relevant prerequisites for the required papers. However, in some cases work experience may be counted in lieu of prerequisites.
For admission into the Graduate Diploma you are required to have a degree from the University of Waikato or a qualification considered by the University’s Academic Board to be equivalent. If you do not meet this requirement you may be accepted into the Graduate Diploma if you have the training, experience and ability which the University’s Academic Board considers suitable for a diploma. This usually means being able to provide evidence of at least three years of relevant work experience.
Admission to a certificate or diploma programme does not automatically imply admission to particular papers in the programme. The prerequisites for the papers selected must also be satisfied. In some cases this may mean that you will need to complete more than the minimum points required for the certificate or diploma. Such extra requirements will most often apply if the student has little or no background in the subject in which they would like to complete a certificate or diploma.
If you wish to enrol in a diploma your first step is to consult an advisor in the Management Student Centre (MSC).

Timeframe
Graduate certificates can be completed in one semester of full-time study if you have a background in the area of study but may be studied part-time.
The diploma programmes may be completed in one year of full-time study or may be taken part-time over a longer period.

Graduate Certificate Requirements
To complete the Graduate Certificate you must pass 60 points at 100 level or above including at least 40 points at 300 level or above, from one subject listed for the Graduate Certificate below.
You may also be required to pass specific papers. To check if a subject has any specific requirements look in the Waikato Management School Student Handbook under the chosen subject and find the item called Qualification and Specific Subject Requirements then locate the Graduate Certificate requirements for that subject.
The prerequisites for any selected papers must be met unless a waiver is obtained.
Graduate Certificate Subjects
The following subjects may be taken through Waikato Management School:
• Accounting (GradCert(Acc))
• Economics (GradCert(Econ))
• Finance (GradCert(Fin))
• Human Resource Management (GradCert(HRM))
• Information Systems Management (GradCert(ISM))
• International Management (GradCert(IntMgt))
• Management Communication (GradCert(MgtComm))
• Manufacturing Management (GradCert(ManMgt))
• Marketing (GradCert(Mrkt))
• Public Relations (GradCert(PR))
• Strategic Management (GradCert(StratMgt))
• Supply Chain Management (GradCert(SCM))
• Tourism and Hospitality Management (GradCert(THMgt))

Graduate Diploma Requirements
To complete the Graduate Diploma you must pass 120 points at 100 level or above including at least 80 points at 300 level or above from one subject listed for the Graduate Diploma below. You must also pass a Writing Competency Module (WCM). If a pass is not attained in WCM in the first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

You may also be required to pass specific papers. To check if a subject has any specific requirements look in the Waikato Management School Student Handbook under the chosen subject and find the item called Qualification and Specific Subject Requirements, then locate the Graduate Diploma requirements for that subject.

The prerequisites for any selected papers must be met unless a waiver is obtained.

Graduate Diploma Subjects
The following subjects may be taken through Waikato Management School:
• Accounting (GradDip(Acc))
• Agribusiness (GradDip(AgBus))
• Economics (GradDip(Econ))
• Electronic Commerce (GradDip(ECom))
• Entrepreneurship and Innovation (GradDip(Entre&Inn))
• Finance (GradDip(Fin))
• Human Resource Management (GradDip(HRM))
• Information Systems Management (GradDip(ISM))
• International Management (GradDip(IntMgt))
• Management (GradDip(Mgt))
• Management and Sustainability (GradDip(MgtStn))
• Management Communication (GradDip(MgtComm))
• Manufacturing Management (GradDip(ManMgt))
• Marketing (GradDip(Mrkt))
• Public Relations (GradDip(PR))
• Strategic Management (GradDip(StratMgt))
• Supply Chain Management (GradDip(SCM))
• Tourism and Hospitality Management (GradDip(THMgt))

The University of Waikato at Tauranga
For 2008, Waikato Management School will be offering a selection of accounting and marketing papers and STMG391 Strategic Management through the University of Waikato at Tauranga. These papers may be taken towards a graduate diploma.

For more information, please contact the Waikato Management School Student Centre (MSC).
Certificates and Diplomas

Postgraduate Certificates and Postgraduate Diplomas

A Postgraduate Certificate and a Postgraduate Diploma provide a university qualification that requires a relatively short period of study and are targeted to meet particular educational needs.

Admission Requirements

Admission to the Postgraduate Certificate and the Postgraduate Diploma is normally dependant upon having a bachelor degree completed at an advanced level in the subject to be taken for the qualification. In exceptional circumstances you may be admitted based on academic merit and relevant experience if you can not meet the requirements above.

Admission to the Postgraduate Certificate and Postgraduate Diploma does not automatically imply admission to particular papers in the programmes. The prerequisites for the papers selected must also be satisfied. In some cases this may mean that you will need to complete more than the minimum points required. Such extra requirements will most often apply if the student has little or no background in the subject in which they would like to complete a Postgraduate Certificate or Postgraduate Diploma.

Timeframe

The postgraduate diploma programmes may be completed in one year of full-time study or may be taken part-time over a longer period. Please see the section entitled Centre for Corporate & Executive Education for details regarding their postgraduate certificates.

Postgraduate Certificate Requirements

To complete the Postgraduate Certificate you must pass 60 points at 500 level from one subject listed for the Postgraduate Certificate below. You may also be required to pass specific papers. To check if a subject has any specific requirements look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualification and Specific Subject Requirements, then locate the Postgraduate Certificate requirements for that subject.

The normal prerequisites for the papers selected must be satisfied unless a waiver is obtained.

The Waikato Management School Centre for Corporate & Executive Education also offers postgraduate certificates. The Postgraduate Certificate in Business Research (PGCertBusRes) is aimed at business masters graduates who plan to undertake advanced business research or proceed to doctoral study. It also allows graduates from other masters programmes to take research methodology papers, and further specialist graduate papers, in preparation for doctoral research. The Postgraduate Certificate in Management Studies (PGCertMgtSt) provides the opportunity to study four executive education papers that together form a coherent group of papers in a particular area of management studies. For further information please contact the Waikato Management School Centre for Corporate & Executive Education.

Postgraduate Certificate Subjects

In addition to those offered through the Waikato Management School Centre for Corporate & Executive Education, the following subjects are also available through Waikato Management School:

- Accounting (PGCert(Acc))
- Agribusiness (PGCert(AgBus))
- Economics (PGCert(Econ))
- Electronic Commerce (PGCert(Ecom))
- Finance (PGCert(Fin))
- Human Resource Management (PGCert(HRM))
- International Management (PGCert(IntMgt))
- Management Communication (PGCert(MgtComm))
- Management Systems (PGCert(MgtSys))
- Marketing (PGCert(Mrkt))
- Public Relations (PGCert(PR))
- Social Enterprise (PGCert(SocEnt))
- Strategic Management (PGCert(StratMgt))
- Tourism and Hospitality Management (PGCert(THMgt))

Postgraduate Diploma Requirements

To complete the Postgraduate Diploma you must pass 120 points at 500 level in one subject listed for the Postgraduate Diploma below. You may also be required to pass specific papers. To check if a subject has any specific requirements look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualification and Specific Subject Requirements, then locate the Postgraduate Diploma requirements for that subject. Up to 30 points may be taken from another graduate subject if allowed for by the specific paper requirements of the postgraduate diploma taken.

Student's individual postgraduate diploma programmes will be worked out in conjunction with an advisor from the Management Student Centre and the Departments Graduate Convenor.

The normal prerequisites for the papers selected must be satisfied unless a waiver is obtained.

In order to take a 500 level paper in a subject within the postgraduate diploma, it is necessary to have significant background in the discipline from which the subject is drawn. Normally, a B Grade average in the related undergraduate papers is required. Approval to take 500 level papers is given by the Graduate Convenor of the relevant department.

A one paper dissertation (591) may be taken as part of a postgraduate diploma programme. For further details on these papers please refer to the Research Papers section of the Waikato Management School Student Handbook. A research methods paper should precede enrolment in a 591 paper.

Distinction

Only postgraduate diplomas may be awarded with distinction. There is no time limit involved for completion of the papers that contribute towards distinction, therefore students who study part-time may also qualify for distinction. Distinction is based on gaining an A- grade point average over the papers studied.
The Master of Management Studies (MMS) degree provides specialised postgraduate level study in management disciplines. It is designed for graduate management students looking to specialise in a management discipline and undertake research in a particular area of interest.

Admission Requirements
If you wish to enrol in the MMS degree then please consult an advisor in the Management Student Centre.

Students enter the MMS having completed either a BMS(Hons) or equivalent from another university, or an undergraduate degree and a postgraduate diploma in the subject area with a B grade average.

English Language Requirements
If English is not your first language, then you will have to demonstrate proficiency in English. Your proficiency will be assessed with IELTS or TOEFL scores. There is set policy regarding the minimum score. The Admission section of this book provides further information.

If your qualifications are from a tertiary institution outside New Zealand, the Student and Academic Services Division will evaluate your qualification's standing within New Zealand.

Timeframe
The MMS may be completed in one year of full-time study or over a longer period of part-time study.

Requirements for the MMS
To complete the MMS degree, you must pass 120 points at 500 level including at least 90 points from one or more subjects listed below. You must also include a dissertation (one or two papers) or thesis (three or four papers), and a 30 point 500 level research methodology paper must be passed either prior to, or as part of, the MMS programme. However, some subjects also have some specific paper requirements. To check if a subject has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the MMS requirement for that subject.

Normally all papers (120 points) should be within the major subject area of the student’s undergraduate degree or diploma. Students wishing to take other papers should seek approval from both Graduate Convenors.

The prerequisite for a thesis is a minimum of 90 points at 500 level in the main academic subject area of the thesis. Departments may require additional prerequisites such as a research methods paper or a particular 500 level paper in the specialist area of the thesis or dissertation.

If a student fails any paper then he or she may repeat the paper once or take an alternative paper. A student who fails more than one paper will not be permitted to proceed with the degree.

Credits for Papers Already Completed
If you have passed papers at the University of Waikato or another university, which have not been counted towards a completed qualification, then it may be possible to apply for credit toward your diploma programme. However, it is not possible to cross-credit papers from a completed qualification. Also, every diploma student must complete at least half of the diploma programme at the University of Waikato.

Postgraduate Diploma Subjects
The following subjects may be taken through Waikato Management School:

- Accounting (PGDip(Acc))
- Agribusiness (PGDip(AgBus))
- Business Futures and Leadership (PGDip(BusF&L))
- Economics (PGDip(Ecn))
- Electronic Commerce (PGDip(ECom))
- Entrepreneurship and Innovation (PGDip(Entre&Inn))
- Finance (PGDip(Fin))
- Human Resource Management (PGDip(HRM))
- International Management (PGDip(Intmgt))
- Management and Sustainability (PGDip(MgtSus))
- Management Communication (PGDip(MgtComm))
- Management Systems (PGDip(MgtSys))
- Marketing (PGDip(Mrkts))
- Public Relations (PGDip(PR))
- Social Enterprise (PGDip(SocEnt))
- Strategic Management (PGDip(TradMgt))
- Tourism and Hospitality Management (PGDip(THMgt))

Master of Management Studies
The Master of Management Studies (MMS) degree provides specialised postgraduate level study in management disciplines. It is designed for graduate management students looking to specialise in a management discipline and undertake research in a particular area of interest.

The MMS normally includes taught papers and research papers but may be a full research degree. Normally all papers are taken within a single subject or interdisciplinary area.

Admission Requirements
If you wish to enrol in the MMS degree then please consult an advisor in the Management Student Centre.

Students enter the MMS having completed either a BMS(Hons) or equivalent from another university, or an undergraduate degree and a postgraduate diploma in the subject area with a B grade average.

English Language Requirements
If English is not your first language, then you will have to demonstrate proficiency in English. Your proficiency will be assessed with IELTS or TOEFL scores. There is set policy regarding the minimum score. The Admission section of this book provides further information.

If your qualifications are from a tertiary institution outside New Zealand, the Student and Academic Services Division will evaluate your qualification's standing within New Zealand.

Timeframe
The MMS may be completed in one year of full-time study or over a longer period of part-time study.

Requirements for the MMS
To complete the MMS degree, you must pass 120 points at 500 level including at least 90 points from one or more subjects listed below. You must also include a dissertation (one or two papers) or thesis (three or four papers), and a 30 point 500 level research methodology paper must be passed either prior to, or as part of, the MMS programme. However, some subjects also have some specific paper requirements. To check if a subject has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the MMS requirement for that subject.

Normally all papers (120 points) should be within the major subject area of the student’s undergraduate degree or diploma. Students wishing to take other papers should seek approval from both Graduate Convenors.

The prerequisite for a thesis is a minimum of 90 points at 500 level in the main academic subject area of the thesis. Departments may require additional prerequisites such as a research methods paper or a particular 500 level paper in the specialist area of the thesis or dissertation.

If a student fails any paper then he or she may repeat the paper once or take an alternative paper. A student who fails more than one paper will not be permitted to proceed with the degree.

Credits for Papers Already Completed
If you have passed papers at the University of Waikato or another university, which have not been counted towards a completed qualification, then it may be possible to apply for credit toward your diploma programme. However, it is not possible to cross-credit papers from a completed qualification. Also, every diploma student must complete at least half of the diploma programme at the University of Waikato.

Postgraduate Diploma Subjects
The following subjects may be taken through Waikato Management School:

- Accounting (PGDip(Acc))
- Agribusiness (PGDip(AgBus))
- Business Futures and Leadership (PGDip(BusF&L))
- Economics (PGDip(Ecn))
- Electronic Commerce (PGDip(ECom))
- Entrepreneurship and Innovation (PGDip(Entre&Inn))
- Finance (PGDip(Fin))
- Human Resource Management (PGDip(HRM))
- International Management (PGDip(Intmgt))
- Management and Sustainability (PGDip(MgtSus))
- Management Communication (PGDip(MgtComm))
- Management Systems (PGDip(MgtSys))
- Marketing (PGDip(Mrkts))
- Public Relations (PGDip(PR))
- Social Enterprise (PGDip(SocEnt))
- Strategic Management (PGDip(TradMgt))
- Tourism and Hospitality Management (PGDip(THMgt))

Master of Management Studies
The Master of Management Studies (MMS) degree provides specialised postgraduate level study in management disciplines. It is designed for graduate management students looking to specialise in a management discipline and undertake research in a particular area of interest.

The MMS normally includes taught papers and research papers but may be a full research degree. Normally all papers are taken within a single subject or interdisciplinary area.

Admission Requirements
If you wish to enrol in the MMS degree then please consult an advisor in the Management Student Centre.

Students enter the MMS having completed either a BMS(Hons) or equivalent from another university, or an undergraduate degree and a postgraduate diploma in the subject area with a B grade average.

English Language Requirements
If English is not your first language, then you will have to demonstrate proficiency in English. Your proficiency will be assessed with IELTS or TOEFL scores. There is set policy regarding the minimum score. The Admission section of this book provides further information.

If your qualifications are from a tertiary institution outside New Zealand, the Student and Academic Services Division will evaluate your qualification's standing within New Zealand.

Timeframe
The MMS may be completed in one year of full-time study or over a longer period of part-time study.

Requirements for the MMS
To complete the MMS degree, you must pass 120 points at 500 level including at least 90 points from one or more subjects listed below. You must also include a dissertation (one or two papers) or thesis (three or four papers), and a 30 point 500 level research methodology paper must be passed either prior to, or as part of, the MMS programme. However, some subjects also have some specific paper requirements. To check if a subject has any specific requirements, look in the Waikato Management School Student Handbook under the chosen subject, and find the item called Qualifications and Specific Subject Requirements, then locate the MMS requirement for that subject.

Normally all papers (120 points) should be within the major subject area of the student’s undergraduate degree or diploma. Students wishing to take other papers should seek approval from both Graduate Convenors.

The prerequisite for a thesis is a minimum of 90 points at 500 level in the main academic subject area of the thesis. Departments may require additional prerequisites such as a research methods paper or a particular 500 level paper in the specialist area of the thesis or dissertation.

If a student fails any paper then he or she may repeat the paper once or take an alternative paper. A student who fails more than one paper will not be permitted to proceed with the degree.

Credits for Papers Already Completed
If you have passed papers at the University of Waikato or another university, which have not been counted towards a completed qualification, then it may be possible to apply for credit toward your diploma programme. However, it is not possible to cross-credit papers from a completed qualification. Also, every diploma student must complete at least half of the diploma programme at the University of Waikato.
Subjects for the MMS

- Accounting
- Agribusiness
- Applied Economics and Finance
- Business Futures and Leadership*
- Economics
- Environment and Management
- Finance
- Human Resource Management
- International Management
- Management Communication
- Management Systems
- Marketing
- Public Relations
- Social Enterprise
- Strategic Management
- Tourism and Hospitality Management
- Tourism and Hospitality Management - Visitor Management

* Subject to NZVCC CUAP approval, this subject will be available from 2008.

Fast-Track Masters

An Accelerated Postgraduate Diploma and MMS Programme

Students with the equivalent of a three year bachelor degree without honours would normally need to study for two more academic years to complete a programme leading to a masters degree. The programme would involve a postgraduate diploma followed by the MMS degree. For students who performed to a high academic standard in their undergraduate degree it is possible to enrol in an accelerated programme leading to a postgraduate diploma and MMS in as little as 14 months. The normal programme is accelerated by combining research with a normal load of 500 level papers. This programme places higher demands on students, and thus has more stringent admission requirements.

A combined postgraduate diploma and MMS programme requires 240 points at 500 level and includes a combination of taught papers (120, 150 or 180 points) including a research methodology paper, and a student research paper (60, 90 or 120 points). Typical programme structures are shown in the following table.

<table>
<thead>
<tr>
<th>Fast Track Programme Structure Options for New Students</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Summer #1</strong></td>
</tr>
<tr>
<td>Option 1</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Option 2</td>
</tr>
<tr>
<td>Option 3</td>
</tr>
</tbody>
</table>

Entry into the fast-track programme does not automatically imply entry into specific papers; see the student handbook, departmental graduate convenors or a MSC representative for information and advice.

Honours

The Master of Management Studies degree may be awarded with honours. There will be three classes of honours awarded.

First Class Honours will be awarded to students who obtain at least a clear A+ grade average. Second Class (first division) Honours will be awarded to students who obtain a B+ grade average. Second Class (second division) Honours will be awarded to students who obtain a B grade average. Students who do not obtain a B grade average or better but who pass all their papers will be awarded the MMS without honours.

Master of Electronic Commerce

The Master of Electronic Commerce is an advanced, research-based qualification that gives students an understanding of the leading-edge literature and research in the electronic commerce environment, and how electronic commerce affects different areas of management practice.

Admission Requirements

If you wish to enrol in the MECom you must have an honours undergraduate degree, or postgraduate diploma, in an appropriate subject area, from a recognised institution (at least 120 points at 500 level) and passed a prescribed paper in research methods. A table of these papers can be found in the Waikato Management School Student Handbook section called Research and Methodology Papers. You will also have demonstrated your research and academic writing skills in the previous successful completion of a dissertation or significant research project. If not, you may be required to undertake pre-qualifying papers.

English Language Requirements

If English is not your first language, then you will have to demonstrate proficiency in English. Your proficiency will be assessed with IELTS or TOEFL scores. There is set policy regarding the minimum score. The Admission section of this book provides further information.

If your qualifications are from a tertiary institution outside New Zealand, the Student and Academic Services Division will evaluate your qualification’s standing within New Zealand.

Timeframe

The MECom may be completed in one year of full-time study or over a longer period of part-time study.
Doctor of Philosophy

Two postgraduate research degrees are offered at the University of Waikato and within the Waikato Management School: The Doctor of Philosophy (PhD) and the Master of Philosophy (MPhil). The school has a large PhD programme, with a number of students completing each year.

Waikato Management School has an active and successful research agenda and research degree programme. Our success is well known due to our ranking as New Zealand’s leading business school for research. We are also proud of our ongoing Triple Crown accreditation - AACSB, EQUIS and AMBA – which attests to the high quality of our research and teaching.

Should you choose to enrol for the PhD or MPhil at Waikato Management School you will enjoy the benefits of a respected and experienced doctorally-qualified supervisory staff. Currently, 74% of our equivalent full-time staff are PhD-qualified. Most publish extensively and consistently in high-level international and peer-reviewed journals, and many are involved in research for industry or government.

We are also very proud of the accomplishments and success of our graduates. Many have gone on to senior academic positions or leadership positions in industry or government and are themselves a benchmark of our success.

Entry Requirements

The University administers these two research degrees and sets minimum standards for entry. Currently, and under University regulations, applicants to the PhD or the MPhil must have qualified for the award of a bachelor degree with honours or a masters degree with at least Second Class Honours (first division) or distinction or equivalents. WMS also expects PhD applicants to have postgraduate research methodology and dissertation experience (or their equivalents). Your Department may impose additional requirements depending on the discipline, your project and/or your academic background.

If you have a Master of Business Administration (MBA) degree and do not have another honours or masters level qualification that meets the entry requirements, then the Postgraduate Certificate in Business Research may provide an alternative entry pathway into the PhD.

If English is not your first language, then you will have to demonstrate proficiency in English. Proficiency is usually assessed with IELTS or TOEFL scores.

If your qualifications are from a tertiary institution outside New Zealand, the University’s Student and Academic Services Division will evaluate your qualification’s standing within New Zealand, as part of your application process.

Specific regulations can be found in the University calendar. Current practice and interpretations of those regulations can be found under Postgraduate Studies, available through the website: www.waikato.ac.nz/sasd/postgraduate.

Getting Started on Your PhD or MPhil

Whether or not you have identified a potential supervisor, one of your first steps should be to contact the Waikato Management School Student Centre, Graduate Consultant for introductory information and administrative advice. The University and the International Centre’s websites (see below) also provide forms and information. You may also direct specific enquiries to the School’s Doctoral Studies Convenor, the Department’s Graduate Convenor, or a potential supervisor. The WMS representative the Departmental Graduate Convenor and potential supervisors are senior academic members of staff whose names and contact numbers can be found in the section entitled Contacting Staff. They can guide you on important academic, supervisory and some administrative issues.
Choosing a Topic
For most people, the problem is not finding a topic that interests them, but instead trying to narrow down a topic from a long list of possibilities. It is helpful to talk with potential supervisors at an early stage, as they are likely to be aware of where the profitable gaps for study are in the literature related to your areas of interest. Potential supervisors will also be able to suggest further reading that you can do to help you to make your selection. Potential supervisors are listed in the relevant areas of study in Section B.

Identifying a Supervisor
For a PhD degree, there is normally a panel of two or three supervisors, with one being a primary supervisor. A PhD student must normally - but not always - have at least two supervisors who are based on the University of Waikato campus so that, should one leave or be unavailable, the second supervisor can enable a smooth transition or provide supervision in his/her absence. If you have not identified a potential supervisor, you’ll be asked to provide enough information about your qualifications - together with an initial proposal or set of ideas - so that you can be directed toward appropriate potential supervisors.

The Enrolment Process
Approval to enrol in the PhD (or MPhil) requires support at the Department, School (WMS) and University level. You should complete the application forms fully with accompanying documentation in the form required. Guidance and official forms can be found under Postgraduate Studies at the following University website: www.waikato.ac.nz/sasd/postgraduate. Enquiries can be answered by the WMS Management Student Centre Graduate Consultant, or at the University Website address: www.waikato.ac.nz/sasd/postgraduate.

Conditional Enrolment Process
The first stage is when you apply for conditional enrolment into the PhD or the MPhil. For this you should complete and submit an Application to Enrol Form accompanied by the signatures and attachments required. This includes a brief proposal of your intended study (4-6 pages including timetable and commitment to ethics compliance), certified originals of your academic records, signatures and other information as set out in the instructions. If you do not have a supervisor, then we will use your proposal and academic records to direct your application to an appropriate Department and Supervisors. If you are an international student, you should first apply by submitting your completed International Application to Enrol and other documentation to:

Enrolment Office
The University of Waikato
Private Bag 3105
Hamilton
Tel: +64 7 838 4667
Fax: +64 7 838 4377
Email: international@waikato.ac.nz
Website: www.waikato.ac.nz/international

To avoid unnecessary delays you are advised to complete the forms and provide all documentation in the form required.

Grant or Scholarship Recipient
If you are applying for a grant or scholarship, please keep in mind that the PhD and MPhil enrolment process is separate from a scholarship application. You are advised to apply for PhD (or MPhil) enrolment before or concurrently with grant or scholarship applications.

Confirmed Enrolment Process
The second stage, usually six months into conditional enrolment, occurs where you apply for unconditional (or confirmed) enrolment. This involves the preparation of a detailed research plan and literature review together with evidence of an approved ethics plan (see below under Ethics Approval). (For a MPhil, a detailed research plan is required before enrolment can take place.)

Support and Advice during Enrolment
Your supervisors, the WMS Student Centre Graduate Consultant, the School’s academic representative, Chairpersons, Graduate Convenors, and student computer lab assistants are all available to provide guidance and advice throughout your period of enrolment. There is also a PhD peer group which meets on occasion for seminars and informal gatherings.

The Postgraduate Studies Handbook at the University of Waikato contains information and advice on all aspects of the University’s PhD programme.

Progress Reports
Every six months you are required to provide a progress report. In this report, you outline the progress that you have made over the previous six months and briefly explain what you intend to do over the following six months. Your supervisors, the Chairperson of your Department and the Doctoral Studies Convenor also comment on your progress.

If either you or your supervisors indicate that there are problems of some kind with the thesis work, then the Doctoral Studies Convenor may request a meeting between you and your supervisor(s). The purpose of the meeting will be to clarify the problems and to formulate a plan for overcoming them. In some cases you may be counselled to suspend your enrolment for a period of time until you are better able to focus on your study. The goal of the meeting is always to find the best way for you to complete your thesis.

Suspending and Withdrawing from Your Thesis
It is possible for you to suspend your thesis enrolment if circumstances arise that prevent you from studying for a period of time. It is also possible to withdraw completely from your thesis if completion does not appear likely. Withdrawal does not prevent you from applying to re-enrol in the future. If you wish to either suspend or withdraw from enrolment then you are advised to discuss this course of action with your supervisors, and with the Doctoral Studies Convenor.

For further information about both suspending and withdrawing, see under Postgraduate Studies at the following University of Waikato website: www.waikato.ac.nz/sasd/postgraduate.
Changing Supervisors or Your Topic
There may be occasions when it is appropriate to change one or more of your supervisors during the period of your enrolment. Your topic or methodological direction may have changed significantly, or the availability of your supervisors may have changed. It is also possible that, during the course of your enrolment, your topic will need to be reconsidered and revised. These changes are possible. However, the benefits of doing so should be considered carefully and the PGS committee must ultimately approve such changes.

There are specific forms for making requests to change, and these are available in the Postgraduate Studies Handbook or on the aforementioned University website. Changes to your panel of supervisors should also be discussed with your supervisors and/or the Waikato Management School’s Doctoral Studies Convenor or your department’s Graduate Convenor.

Scholarships
There is a wide range of scholarships available to support postgraduate study. For more details contact:
Postgraduate Studies and Scholarships Office
The University of Waikato
Hamilton
Phone: (07) 856 2889 ext 5195 or 4964
Email: scholarships@waikato.ac.nz

Ethics Approval
Waikato Management School seeks to maintain high ethical standards in all its research. In most cases procedures must be followed to obtain approval for research projects. PhD and MPhil students sometimes undertake research that involves collecting information from participants, or is potentially contentious in some way, and for this reason the University of Waikato requires that the School review and approve such research before fieldwork is commenced.

It is the student’s responsibility to seek approval, usually with guidance from your supervisor. The general procedures for application involve reading and being familiar with the University’s statement titled “General Principles for Research Involving Human Participants”. This statement, together with other information and forms, can be found on Waikato Management School research home page or www.mngt.waikato.ac.nz/research

Essentially, if you are collecting information from or about human participants, or if the research deals with potentially sensitive or contentious issues, or even if you’re unsure whether approval is necessary, you should apply for approval. The approval process is there to ensure the protection of the participant, the researcher and the School and is an important part of responsible research.

For further assistance during the enrolment process contact: msc@waikato.ac.nz, and in the subject line indicate ‘Attn: PhD Administrator’.

Research and Methodology Papers

Directed Study
A Directed Study is defined as a paper in which students investigate a specific topic, which is selected and planned in consultation with a supervisor and is normally unique. The project is largely self-directed, though supervised to an appropriate extent. The total assessment normally comprises a written report or a series of related pieces of work.

A Directed Study may be taken towards a BMS(Hons), postgraduate diploma or MMS.

All students are encouraged to seek Graduate Convenor approval to enrol for a 590.

Dissertation or Thesis
All students must successfully complete a dissertation or a thesis as part of the MMS degree and a 592 dissertation for the MECom degree. The first step in enrolling in these papers is to discuss a possible research topic with the Graduate Convenor of the Department in which you wish to enrol. The Graduate Convenors are as follows:

Accounting
Associate Professor Martin Kelly

Economics
Dr Anna Strutt

Environment and Management
Dr Frank Scrimgeour

Finance
Associate Professor Stuart Locke

Hospitality Management
Dr Asad Mohsin

Human Resource Management
Dr John Gilbert

International Management
Dr Michèle Akoorie

Management and Sustainability
Dr Frank Scrimgeour

Management Communication
Dr Nittaya Campbell

Management Systems
Associate Professor Chuda Basnet

Marketing
Dr Carolyn Costley
Associate Professor Lorraine Friend
Research and Methodology Papers

Public Relations
Dr Shiv Ganesh

Social Enterprise
Associate Professor Maria Humphries

Strategic Management
Dr Eva Collins

Tourism Management
Dr Asad Mohsin

The Graduate Convenor will advise you on the suitability of the topic and on the availability of supervision for the topic. Once you have agreed on a topic and arranged supervision, work with your supervisor to complete and sign the form entitled ‘Guidelines for Dissertations (591 and 592) and Theses (593 and 594)’. Both you and your supervisor should each retain a copy of the learning agreement contained in the guidelines. The original should also be sent to the Management Student Centre before your enrolment is finalised.

Students should consult their supervisors regularly (at least once a month) concerning the progress of their research. Supervisors will document these meetings to provide a record of the supervision process. At the initial meeting, the dissertation/thesis framework, method and theoretical perspective are discussed. At subsequent meetings, written feedback is provided on work submitted throughout the supervision period.

One Paper Dissertations (591)
The 591 is a directed piece of inquiry written up as a research report. Students are enrolled in this paper when the research project is not of a type or scope that would normally be undertaken as a longer dissertation or a thesis. If an external organisation is involved, then the student will be responsible for ensuring that any special requirements of that organisation are met. However, the supervisor should be consulted before any research results are made available to an external organisation.

The results of 591 projects are written up in report form. The report will normally be about 13,000 words. A draft report should be submitted to the supervisor no later than one month before the final date for completion of the project. This date is recorded on the learning agreement, which was completed before the project began. Extensions will only be granted within the appropriate University of Waikato Calendar regulation and are not automatic. Enrolment dates are for either 26 or 52 weeks.

The 591 is examined by the supervisor and by another appropriately qualified person who has not been involved in the supervision process. Two spiral bound typed copies and one digital copy of the completed report should be submitted to the supervisor.

A dissertation is a public document, and may be submitted to a plagiarism detection tool.

The 591 may not normally be taken in the BMS(Hons).

All students intending to enrol in a 591 are required to complete a research methods paper before commencing this paper.

Two Paper Dissertations (592) and Three and Four Paper Theses (593, 594)
Two paper dissertations and theses are sustained pieces of original scholarship. They must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and two paper dissertations are the same and the comments below apply equally.

Dissertations are examined by the supervisor and by a member of the department or School who has not been associated with the project. External examiners may also be used. Theses are examined by the supervisor and by a suitably qualified external examiner.

The different kinds of projects which students commonly undertake for dissertation/thesis research include:

1. Theoretical Projects: Some dissertations/theses are concerned primarily with theoretical questions or problems and aim to make an original contribution to the conceptual base of the discipline(s) within which they are located.

2. Archival/Textual Projects: Some dissertations/theses draw their data from archives, documents, and primary texts. For example, many theses in the history of management are based on the analysis of historical documents, such as those held in official archives or in community or company resource bases. Interdisciplinary areas of study, such as policy analysis or management theory, also lend themselves to this kind of research.

3. Empirical Projects: Probably the majority of management dissertations/theses are empirical. They are based on the researcher’s observations of the business world. To qualify as ‘research’, these observations must be both systematic, i.e. methodologically rigorous and disciplined, and located in a recognised academic tradition.

Although the length of dissertations and theses may vary for valid reasons, the following word lengths should be used as guidelines:

- Thesis (4 paper) 52,000 words
- Thesis (3 paper) 39,000 words
- Dissertation (2 paper) 26,000 words

A draft dissertation or masters thesis should be submitted to the supervisor no later than one month before the final date for completion of the project. This date is recorded on the learning agreement, which was completed before the project began. Extensions will only be granted within the appropriate University of Waikato Calendar regulations and are not automatic. Enrolment dates are for either 26 or 52 weeks.

On completion, three hard bound copies and one digital copy of the masters thesis should be submitted to the University Examination and Assessment Office in the Gateway building. On completion, two spiral bound copies and one digital copy of dissertations should be delivered to the appropriate Chairperson of the Department who will then transmit them to the examiners. The University of Waikato Calendar sets out the regulations governing the presentation of theses and dissertations. Students should also consult the Guide to the Presentation of Theses at the University of Waikato, which is available on request from the reference section of the university library. One copy of each dissertation must be stored in the supervisor’s department. Two copies of each thesis are stored in the University of Waikato Library. Dissertations and theses become public documents once they have been marked, and may be submitted to a plagiarism detection tool.

A research methods paper must have been completed before enrolment in any dissertation or thesis.
## Methodology Papers

A methodology paper is required for all students completing a Master of Management Studies, or a Master of Electronic Commerce. This may be taken as part of the masters degree itself, or as part of a postgraduate diploma or honours programme. Students are advised to take the methodology paper before enrolling for the required research paper.

### Level 5 Research Methodology Papers Content

<table>
<thead>
<tr>
<th>Paper Name</th>
<th>Paper Number</th>
<th>Discipline Specific</th>
<th>Research Design and Data Gathering</th>
<th>Developing a Research Proposal</th>
<th>Literature Reviews</th>
<th>Quantitative Research Methods</th>
<th>Surveys</th>
<th>Data Measurement and Analysis</th>
<th>Experiments</th>
<th>Qualitative Research Methods</th>
<th>Interpretive Case Studies</th>
<th>Critical and Action Research</th>
<th>Observation</th>
<th>Textual Analysis</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research Methods in Management Studies</td>
<td>MNGT501</td>
<td>No</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Advances in Accounting Theory and Research</td>
<td>ACCT501</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Research Methods in Economics and Finance*</td>
<td>ECON544</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Econometrics: Directed Reading*</td>
<td>ECON543</td>
<td>Yes</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Econometric Analysis</td>
<td>ECON504</td>
<td>Yes</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Qualitative Research Methods</td>
<td>MCOM530</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Practicum: Social Enterprise</td>
<td>SCEN503</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Management Systems Research</td>
<td>MSYS551</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>The Research Process: Marketing</td>
<td>MKTG507</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Research Methods in Tourism and Hospitality</td>
<td>TOMG506</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

* 15 point paper only
Centre for Corporate & Executive Education

Postgraduate Diploma in Management Studies

The Postgraduate Diploma in Management Studies provides you with an introduction to the key disciplines in management and forms the foundation for a career in management. It also represents part one of the Waikato MBA programme. You will be exposed to a participatory learning experience that focuses on the integration of theory and practice through practical coursework, case studies and class discussion. This diploma is suitable if you are in a role that carries management or supervisory responsibilities in an organisation, or if you are in business for yourself.

Admission Requirements

You are required to have a Bachelor degree, or tertiary and relevant professional qualification, plus three years of relevant work experience. In some cases the requirements for formal degree qualifications can be waived where relevant practical experience is deemed to offset a lack of prior tertiary study.

Students with a Postgraduate Certificate in Management Studies may also relinquish their certificate for credit towards a PGDipMgtSt.

Timeframe

The PGDipMgtSt is offered in the following formats:

- Evenings (either one or two nights a week) over one or two years in Hamilton
- Weekend
  - alternate Friday afternoon and all day Saturday in Hamilton over approximately 10 months.
  - alternate Saturdays in Tauranga over two years.
- Accelerated full-time class (Monday - Thursday inclusive) over a five month period.

Diploma Requirements

To complete the requirements of the PGDipMgtSt you must pass 120 points at 700 level made up of eight compulsory papers.

Papers

- EXEC700 Accelerating Individual and Organisational Performance
- EXEC772 Economics for Managers
- EXEC773 Developing Strategic Intent
- EXEC774 Financial Analysis and Performance
- EXEC776 Strategic Marketing
- EXEC777 Managing People in Organisations
- EXEC778 Managing for Results
- EXEC779 Principles of Finance & Commercial Law

Master of Business Administration

Waikato Management School offers two MBA programmes. The part time MBA programme is designed to introduce practising managers to research at the frontiers of knowledge and to prepare them for positions at senior management level in organisations in New Zealand or overseas. The degree is a general management qualification, with a strong practical focus aimed at building managerial and entrepreneurial competencies in global business, collaborative learning and technology literacy. The full time MBA programme is designed around the same set of competencies, but with more emphasis on inter-cultural issues and international networks. The part time MBA also includes an international study tour.

Admission Requirements

You need to have BMS(Hons) or equivalent degree, or have attained a B average in the Postgraduate Diploma in Management Studies (PGDipMgtSt). The Postgraduate Diploma in Management Studies forms the first part of your MBA programme.

You must have a minimum of five years' relevant work experience (i.e. in a managerial or related role) for the part time MBA (more if you do not have an undergraduate degree in management), and at least three years' relevant work experience before enrolling in the full time MBA.

Timeframe

The following timeframes do not take into account the Postgraduate Diploma in Management Studies (the first part of the MBA programme). Please refer to the preceding information about the PGDipMgtSt.

The part time MBA is studied on alternate weekends - on Friday afternoon and all day Saturday over a period of approximately 14 months.

The full time MBA is studied for a period of approximately nine months.

Degree Requirements

To complete the requirements of the MBA you are required to pass 160 points at 700 level and must gain not less than a B- average during your enrolment in the MBA. If you fail a paper, you may be required to undertake additional assessment to improve the grade to pass on one occasion only. If you fail more than once you will not be permitted to proceed with the MBA.

Papers

- EXEC751 Sustainable Business Enterprise
- EXEC752 Corporate Finance and Performance
- EXEC753 The Creation of Sustainable Value
- EXEC754 Leadership and Transformation
- EXEC755 Organisational Learning & Knowledge Management
- EXEC756 Decision and Operations Management
- EXEC757 International Enterprise Management
- EXEC758 Action Research Project
- EXEC759 Major Research Project
Postgraduate Certificate in Business Research

If you have a Master of Business Administration (MBA) degree and do not have another honours or masters level qualification that meets the PhD entry requirements, then the Postgraduate Certificate in Business Research may provide an alternative entry pathway into the PhD for otherwise qualifying MBA graduates. While the PhD is a University granted qualification and applications to enrol are considered independently of this programme, this pathway has led to successful entry for a number of our graduates. We suggest that if you are interested in enrolling for a PhD on completion of the Postgraduate Certificate in Business Research, you contact the Waikato Management School PhD Qualification Convenor, as well as our staff in the Centre for Corporate & Executive Education before enrolling for guidance specific to your needs.

Admission Requirements

You must have an MBA, MMS, MECom, or an equivalent qualification from a recognised University with a grade average of B+.

For further information on PhD Study within Waikato Management School, please refer to the PhD and MPhil section of the handbook.

Timeframe

Through the Centre for Corporate & Executive Education, the PGCertBusRes is equivalent to six months full-time study. Formal classes are usually held on Friday afternoons and/or full day Saturdays with the programme offered in alternate years. Alternatively, the PGCertBusRes can be taken using 500 level papers taught during the regular University semesters.

Certificate Requirements

To meet the requirements of the PGCertBusRes students are required to pass 60 points at 500 level or 700 level.

Postgraduate Certificate in Management Studies

The Postgraduate Certificate in Management Studies (PGCertMgtSt) provides the opportunity to study four executive education papers that together form a coherent group of papers in a particular area of management studies.

The PGCertMgtSt programmes can either be web-based, which include face to face sessions and weekly ‘e-chats’, or involve a series of workshops and workplace-based projects.

Admission Requirements

Ideally you should already have a degree level tertiary qualification, but students with extensive relevant experience will be considered.

Timeframe

Timeframe for completion of PGCertMgtSt is dependent upon the teaching delivery method. Anticipated timeframe for completion is from one to two years.

Certificate Requirements

To meet the requirements of the PGCertMgtSt, students are required to pass 60 points at 700 level. Where the papers taken correspond to those in the Postgraduate Diploma in Management Studies, they may be transferred to this diploma on completion.

Postgraduate Diploma in Personal Financial Planning

The Postgraduate Diploma in Personal Financial Planning (PGDipPFP) is designed to equip you to become an expert in personal financial planning for New Zealanders. We believe that an expert financial planner needs a strong knowledge base; interpersonal skills; competent technical skills and an ability and desire to learn and grow in the profession. This programme was developed to satisfy IFA entrance requirements and was founded on the principle of knowledge transfer from top quality research to top quality practice.

Admission Requirements

Normally you will need to have a previous degree and/or experience in financial markets. Industry experience will be taken into account if you have no tertiary qualification. You must be employed by a bank or an approved financial institution.

Timeframe

The PGDipPFP is web-based and supported by a variety of media, with each paper including at least two days of compulsory in class workshop sessions. These sessions are supplemented by regular electronic discussions. This diploma meets tertiary education requirements for Certified Financial Planner (CFP) status and will take approximately two years to complete.

Diploma Requirements

To complete the requirements of the PGDipPFP you must pass 120 points at 700 level.

Papers

- EXEC781 Business and Legal Environment
- EXEC782 Finance for Financial Planners
- EXEC783 Taxation and Estate Planning
- EXEC784 Financial Market Segments
- EXEC785 Risk Management
- EXEC786 Planning and Evaluation
- EXEC787 Comprehensive Financial Plans
- EXEC788 Building a Successful Practice

Scholarships

- Chamber of Commerce Tauranga Business Scholarship
- Priority One Management Scholarship

Please refer to the orientation section of this handbook for further information.

Contact Details

For further information on any of these qualifications, please contact:

Corporate & Executive Education
Waikato Management School
Phone: +64 7 838 4198
Fax: +64 7 838 4675
email: execed@waikato.ac.nz
website: http://www.execed.ac.nz/
Accounting

Interests

• Financial Accounting, Auditing and Taxation
• Financial Analysis
• Law for Management
• Management Accounting
• Managerial Decision Making and Control

Careers

• Financial Controller
• Financial Accountant
• Business Consultant
• Company Accountant
• Finance Manager
• Auditor
• Management Accountant
• Taxation Advisor
• Educator

Employers

• Public Practice
• Companies
• State Owned Enterprises
• Local Bodies
• Government Departments
• Manufacturers

Scholarships

• Bartlett Scholarship (1st year students)
• Brian Smith Memorial Entrance Scholarship (1st year students)
• KR Sustainable Enterprise Ideas Scholarship (1st year students)
• Perry Foundation Brian Perry Business Management Scholarship (1st year students)
• Brian Smith Memorial 499/599 Scholarship
• PricewaterhouseCoopers Masters Scholarship
• WMS International Exchange Scholarships
• Cayne Dunnett Memorial Scholarship

Please refer to the Orientation section of this handbook for further information.

Why choose Accounting?

Accounting is a common language of business and underpins almost all business and organisational activities. An understanding of the role of accounting in providing and interpreting information for decision making in organisations is important for all managers regardless of their area of specialisation. The academic requirements of the New Zealand Institute of Chartered Accountants (NZICA) can be satisfied with an appropriate selection of papers which can normally be completed within the BMS, the BBA-Fin, the BBA(Hons)-Fin and the Graduate Diploma in Accounting.

Accounting studies offered by the department encompass:

• Financial accounting (preparation of information to meet statutory financial obligations and external reporting requirements)
• Management accounting (preparation of information to assist decision making within organisations)
• Auditing (verification of public information and provision of assurance services for organisations)
• Taxation (study of the application of tax law and regulations in New Zealand)
• Commercial law (law relating to the conduct of business in New Zealand including contract, organisations, trusts, insolvency and employment)

Accounting is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Accounting as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include: Management Systems; Finance; Law.

Contacts for the Department of Accounting

Mary Low – Undergraduate Convenor
MSB3.38L ext.8746 lai@waikato.ac.nz

Martin Kelly – Graduate Convenor
MSB3.36 ext.8653 kelly@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA(Fin)</th>
<th>BBA(Hons(Fin))</th>
<th>2nd Major for other Degrees</th>
<th>GradCertAcc</th>
<th>GradDipAcc</th>
<th>PGCertAcc</th>
<th>PGDipAcc</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ACCT209</td>
<td>S A B</td>
<td>Accounting and Managerial Decision Making</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT231</td>
<td>A B</td>
<td>Management Accounting: Accounting for Organisational Control</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>MNGT221</td>
<td>A B</td>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td>3</td>
<td>ACCT301</td>
<td>A</td>
<td>Accounting Theory</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT302</td>
<td>B</td>
<td>Financial Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT313</td>
<td>B</td>
<td>Accounting Information Technology and Systems</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT321</td>
<td>A</td>
<td>Commercial Law</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT322</td>
<td>B</td>
<td>Law of Business Enterprises</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT324</td>
<td>A B</td>
<td>Legal Issues in E-Commerce</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT331</td>
<td>A</td>
<td>Management Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT341</td>
<td>A</td>
<td>Auditing</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT351</td>
<td>A B</td>
<td>Taxation</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT399</td>
<td>C D</td>
<td>Applied Project in Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td>4</td>
<td>ACCT401</td>
<td>A</td>
<td>Advanced Accounting Theory</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT402</td>
<td>B</td>
<td>Advanced Financial Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT407</td>
<td>B</td>
<td>Accounting for Sustainability</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT412</td>
<td>A</td>
<td>Organisations and Society</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT422</td>
<td>B</td>
<td>Law of Business Enterprises</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT431</td>
<td>A</td>
<td>Management Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT451</td>
<td>A</td>
<td>Advanced Taxation</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT490</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td>5</td>
<td>ACCT501</td>
<td>B</td>
<td>Advances in Accounting Theory and Research</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT502</td>
<td>A</td>
<td>Advanced Financial Reporting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT506</td>
<td>A</td>
<td>International Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT507</td>
<td>A</td>
<td>Accounting, Sustainability and a Changing Environment</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT512</td>
<td>S</td>
<td>Organisations and Society</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT513</td>
<td>B</td>
<td>Virtual Accounting Systems</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT531</td>
<td>B</td>
<td>Advanced Management Accounting</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT541</td>
<td>A</td>
<td>Fraud Auditing</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT551</td>
<td>B</td>
<td>International Tax Strategies</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT590</td>
<td>C YAB</td>
<td>Directed Study</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT591</td>
<td>C</td>
<td>Accounting Dissertation</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT592</td>
<td>C</td>
<td>Accounting Dissertation</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT593</td>
<td>C</td>
<td>Accounting Thesis</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>ACCT594</td>
<td>C</td>
<td>Accounting Thesis</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔ ✔</td>
<td>✔ ✔</td>
</tr>
</tbody>
</table>
Papers at the University of Waikato at Tauranga

A range of papers are available for students at the University of Waikato at Tauranga. These are listed in the paper details and are coded (TGA).

These papers are taught simultaneously with the identical papers at the University of Waikato in Hamilton and may be counted towards the Bachelor of Management Studies, the Bachelor of Business Analysis – Financial, and the Graduate Diploma of Accounting. Tauranga students complete the same assignments, tests and examinations as their counterparts in Hamilton.

For more details contact:

**Ms Fiona Hullah**
The University of Waikato at Tauranga
Phone: 07 577 0620
Fax: 07 577 5313
Email: fhullah@waikato.ac.nz

**Professor Howard Davey**
Department of Accounting, Waikato Management School
Phone: 07 838 4441
Fax: 07 838 4332
Email: hdavey@waikato.ac.nz

**Mrs Pat Piper**
Department of Accounting, Waikato Management School
Phone: 07 838 4305
Fax: 07 838 4332
Email: ppiper@waikato.ac.nz

Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

**Accounting**
120 points (at least 6 papers) above 100 level including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the table above.

You must include the following papers:
- ACCT231 Management Accounting: Accounting for Organisational Control (See note below)
- ACCT301 Accounting Theory
- ACCT302 Financial Accounting

**Note:** Students who have taken ACCT231 to replace HRMG241 as a core paper may not also count ACCT231 as a paper towards this major and must select an alternative Accounting paper for their major. Please also note that 500 level papers are only available to honours students.

See next page for CA requirements.

**Bachelor of Management Studies with Honours (BMS(Hons))**

**Accounting**
120 points (at least 6 papers) above 100 level including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the table above.

You must include the following papers:
- ACCT231 Management Accounting: Accounting for Organisational Control (See note below)
- ACCT301 Accounting Theory
- ACCT302 Financial Accounting

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

**Note:** Students who have taken ACCT231 to replace HRMG241 as a core paper may not also count ACCT231 as a paper towards this major, and must select an alternative Accounting paper for their major.

**Bachelor of Business Analysis – Financial (BBA(Fin))**

**Accounting**
120 points above 100 level including 60 points above 200 level. Available papers are listed in the table above.

You must include the following papers.
- ACCT202 Intermediate Financial Accounting
- ACCT231 Management Accounting: Accounting for Organisational Control
- ACCT313 Accounting Information Technology and Systems
**Bachelor of Business Analysis Honours – Financial (BBA(Hons(Fin)))**

**Accounting**
- 120 points at 500 level. Available papers are listed in the table above.
- You must include one of the following papers:
  - ACCT591 Accounting Dissertation
  - ACCT592 Accounting Dissertation

**Second Major for other degrees**

**Accounting**
- Students who are not enrolled in one of the above qualifications may still take Accounting as a second major. The requirements are as follows:
  - 120 points above 100 level including 60 points above 200 level. Available papers are listed in the table above.
  - You must include the following papers:
    - ACCT209 Accounting and Managerial Decision Making
    - and either ACCT202 Intermediate Financial Accounting or ACCT 231 Management Accounting: Accounting for Organisational Control

**Graduate Certificate in Accounting (GradCert(Acc))**

**Requirements**
- 60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the table above.
- You are required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

**Graduate Diploma in Accounting (GradDip(Acc))**

**Requirements**
- 120 points above 100 level including 80 points above 200 level. Available papers are listed in the table above.
- You must include the following papers:
  - ACCT209 Accounting and Managerial Decision Making*
- It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convener.
- **Note:** ACCT209 is a foundation paper for those studying the Graduate Diploma of Accounting (unless an approved equivalent accounting package is already held).

**Postgraduate Certificate in Accounting (PGCert(Acc))**

**Requirements**
- 60 points at 500 level. Available papers are listed in the table above.
- You are required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

**Postgraduate Diploma in Accounting (PGDip(Acc))**

**Requirements**
- 120 points at 500 level. Available papers are listed in the table above.
- It is possible to take 30 points outside the subject with the permission of the Department’s Graduate Convener.
- You are required to meet with Department’s Graduate Convener to discuss an appropriate personal programme of study.

**Master of Management Studies (MMS)**

**Accounting**
- 120 points at 500 level. Available papers are listed in the table above.
- You must include a dissertation ACCT591 or ACCT592 (30 or 60 points) or thesis ACCT593 or ACCT594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
- You are required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convener
CA Requirements

Within the Bachelor of Management Studies degree, students may undertake a course of study that will meet all the academic requirements for CA membership of the New Zealand Institute of Chartered Accountants (NZICA). CA membership is the professional qualification that is recognised in New Zealand and overseas.

NZICA recognises the importance of a broad education and hands-on experience for all students and has commended the four-year BMS degree. NZICA requires four years’ (or equivalent) full-time study at a recognised tertiary institution, including the completion of an approved degree. The BMS, including the papers listed, has been approved for these purposes. If you choose to undertake the CA requirements within the BMS, you must satisfy both the BMS regulations and the additional requirements specified by NZICA.

You are advised to follow the NZICA and BMS requirements in the year in which you first enrolled for full-time study. There are slight changes from year-to-year, but most students are best served if their programme is consistent with the requirements that were in place in their first year of university study.

These CA requirements can also be met within the BBA(Fin) and Graduate Diploma in Accounting, or the BBA(Hons)(Fin)).

If you want assistance with planning a programme to meet NZICA requirements, please see one of the following department advisors during the office hours posted on their office doors:

Howard Davey MSB3.14 ext.4441
Mary Low MSB3.38L ext.8746

For those students who commenced their study prior to 2006, please see the relevant NZICA requirements on the Department of Accounting webpage.
2006 NZICA requirements

Students must complete a minimum of $5.5$ liberal, $10$ accounting and $9.5$ business papers (see Department of Accounting web page) and must meet the following requirements specified by the Institute.

Students completing the BMS (Hons) do not need to complete the liberal papers but must complete the NZICA requirements for compulsory and advanced topics coverage. Honours students must complete $120$ points four Level $500$ Accounting papers.

All accounting majors may replace HRMG241 Organisational Behaviour with ACCT231 Management Accounting: Accounting for Organisational Control. If you have space in your degree it is recommended that you also take HRMG241. Note: Students who have taken ACCT231 to replace HRMG241 as a core paper, may not also count ACCT231 as a paper towards this major, and must select an additional accounting paper for their major.

<table>
<thead>
<tr>
<th>Compulsory Topics</th>
<th>Papers within the Institute-recognised programme at the University of Waikato</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>Satisfied by prerequisites to advanced papers, e.g. ACCT202 Intermediate Financial Accounting</td>
<td>A</td>
</tr>
<tr>
<td>Management Accounting</td>
<td>ACCT231</td>
<td>Management Accounting: Accounting for Organisational Control</td>
</tr>
<tr>
<td>Auditing</td>
<td>ACCT341</td>
<td>Auditing (also qualifies as an advanced elective)</td>
</tr>
<tr>
<td>Taxation</td>
<td>ACCT351</td>
<td>Taxation (also qualifies as an advanced elective)</td>
</tr>
<tr>
<td>Economics</td>
<td>ECON100</td>
<td>Business Economics and the New Zealand Economy</td>
</tr>
<tr>
<td>Organisational Management</td>
<td>STMG191</td>
<td>Introduction to Management</td>
</tr>
<tr>
<td>Business Finance/Treasury</td>
<td>FINA201</td>
<td>Finance</td>
</tr>
<tr>
<td>Quantitative Methods/Statistics</td>
<td>STAT160</td>
<td>Management Statistics</td>
</tr>
<tr>
<td>Information Technology</td>
<td>MSYS111</td>
<td>Information Systems and Supply Chain Management</td>
</tr>
<tr>
<td>or</td>
<td>MSYS212</td>
<td>IT in Organisations</td>
</tr>
<tr>
<td>or</td>
<td>ACCT313</td>
<td>Accounting Information Technology and Systems (also qualifies as an advanced elective in A.I.S.)</td>
</tr>
<tr>
<td>Commercial Law</td>
<td>[MNGT221 and ACCT321 and ACCT322/422]</td>
<td>Business Law, Ethics and the Treaty of Waitangi or LAWS204 Contracts</td>
</tr>
<tr>
<td>and</td>
<td>[ACCT321 and ACCT322/422]</td>
<td>Business Law or LAWS426 Commercial Transactions</td>
</tr>
<tr>
<td>and</td>
<td>[ACCT321 and LAWS426]</td>
<td>Law of Business Enterprises or LAWS305 Corporate Entities</td>
</tr>
</tbody>
</table>

In addition, students must cover four from the six topics specified below at the advanced level, including two from the first three topics specified:

<table>
<thead>
<tr>
<th>Advanced Elective Topics</th>
<th>Papers within the Institute-recognised programme at the University of Waikato</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Financial Accounting</td>
<td>ACCT301/401</td>
<td>Accounting Theory</td>
</tr>
<tr>
<td>and ACCT302</td>
<td>Financial Accounting</td>
<td>A</td>
</tr>
<tr>
<td>2 Management Accounting</td>
<td>ACCT331/431</td>
<td>Management Accounting</td>
</tr>
<tr>
<td>or ACCT531</td>
<td>Advanced Management Accounting</td>
<td>A</td>
</tr>
<tr>
<td>3 Auditing</td>
<td>ACCT341</td>
<td>Auditing</td>
</tr>
<tr>
<td>4 Taxation</td>
<td>ACCT351</td>
<td>Taxation</td>
</tr>
<tr>
<td>5 Business Finance/Treasury</td>
<td>FINA311</td>
<td>Corporate Finance</td>
</tr>
<tr>
<td>and [FINA313 and FINA511]</td>
<td>Capital Markets or Advanced Corporate Finance</td>
<td>A/B</td>
</tr>
<tr>
<td>6 Accounting Information Systems</td>
<td>ACCT313</td>
<td>Accounting Information Technology and Systems</td>
</tr>
</tbody>
</table>
## 2007 NZICA Requirements

Students must complete a minimum of 4 liberal papers within their four-year degree (see Department of Accounting web page) and must meet the following requirements specified by the Institute.

Students completing the BMS(Hons) and BBA(Hons)(Fin)) do not need to complete the liberal papers but must complete the NZICA requirements for coverage of accounting and business topics. Honours students must complete four (4) 500 level accounting papers.

All accounting majors may replace HRMG241 Organisational Behaviour with ACCT231 Management Accounting: Accounting for Organisational Control. If you have space in your degree it is recommended that you also take HRMG241.

<table>
<thead>
<tr>
<th>Compulsory Topics</th>
<th>Papers within the Institute-recognised programme at the University of Waikato</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Financial Accounting</td>
<td>ACCT301/401 Accounting Theory&lt;br&gt;ACCT302 Financial Accounting</td>
<td>A</td>
</tr>
<tr>
<td>Advanced Management Accounting</td>
<td>ACCT331/431 Management Accounting&lt;br&gt;ACCT531 Advanced Management Accounting</td>
<td>A</td>
</tr>
<tr>
<td>Auditing</td>
<td>ACCT341 Auditing</td>
<td>A</td>
</tr>
<tr>
<td>Taxation</td>
<td>ACCT351 Taxation</td>
<td>A</td>
</tr>
<tr>
<td>Economics</td>
<td>ECON100 Business Economics and the New Zealand Economy</td>
<td>B</td>
</tr>
<tr>
<td>Organisational Management</td>
<td>STMG191 Introduction to Management&lt;br&gt;HRMG241 Organisational Behaviour</td>
<td>B</td>
</tr>
<tr>
<td>Business Finance/Treasury</td>
<td>FINA201 Finance</td>
<td>B</td>
</tr>
<tr>
<td>Statistics</td>
<td>STAT160 Management Statistics</td>
<td>L</td>
</tr>
<tr>
<td>Accounting Information Systems</td>
<td>ACCT313 Accounting Information Technology &amp; Systems&lt;br&gt;MSYS111 Information Systems and Supply Chain Management&lt;br&gt;ACCT102 Introductory Financial Accounting&lt;br&gt;ACCT231 Management Accounting: Accounting for Organisational Control</td>
<td>A</td>
</tr>
<tr>
<td>Commercial Law</td>
<td>MNGT221 Business Law, Ethics and the Treaty of Waitangi or LAWS204 Contracts&lt;br&gt;ACCT321 Commercial Law or LAWS426 Commercial Transactions&lt;br&gt;ACCT322/422 Law of Business Enterprises or LAWS305 Corporate Entities</td>
<td>⅓B/⅓L</td>
</tr>
<tr>
<td>Two further 300 level accounting</td>
<td>The completion of auditing, taxation, business finance/treasury or accounting information systems at 300 level can be considered towards this requirement.</td>
<td>B</td>
</tr>
</tbody>
</table>
PhD Supervisors

Students interested in enrolling in a MPhil or PhD are invited to make contact in the first instance with the Joint Chairperson of Accounting, Howard Davey hdavey@waikato.ac.nz or the Graduate Convenor, Martin Kelly kelly@waikato.ac.nz. The following list provides an indication of research expertise for staff who are qualified to supervise accounting PhD study.

Dr Brennan Allen’s research interests include corporate social responsibility; environmental accounting; business and professional ethics; international standardisation; voluntarism in regulation and governance and sustainability and business. He has personal interests in sustainable civilisation.

Professor Howard Davey’s primary research interests are in the areas of external reporting and financial accounting, including non-traditional measures of performance, as well as taxation and professional issues, and accounting theory.

Professor Ian Eggleton’s research interests relate to behavioural and organisational aspects of management control systems, public sector performance measurement systems, and quality of life measurement.

Dr Martin Kelly’s primary research interests are management education, sustainable business and corporate governance.

Professor Stewart Lawrence’s current research interests include performance measurement and evaluation practices especially in public sector organisations. He is also interested in corporate social responsibility and sustainable management practices and reporting.

Dr Joanne Locke’s research interests include international accounting, accounting education and financial accounting. Recent research includes studies of ERP systems, XBRL, and applying communication theory to professional standards.

Professor Alan Lowe’s current research interests are in the role of accounting in public sector reform and in new management accounting systems for performance measurement and knowledge management.

Dr Grant Samkin’s current research interests centre on financial accounting issues and the accounting standard setting process. He also conducts research in accounting education and accounting history.

Professor Karen Van Peursem’s research is primarily in auditing and accountability. A middle ground perspective is generally adopted in her work, which has included topics in audit risk and going concern, professional practices, performance measurement, the public health sector, and methodological development.

Paper Details for 2008

ACCT101-08A (HAM), 08B (HAM)
Accounting for Management
(Points: 15)
This paper emphasises the organisational and social context of accounting. It is based on the view that accounting is an ubiquitous social practice and is an integral aspect of the management of organisations.
The paper covers both the technical aspects of the provision and use of accounting information, and the social processes involved in planning, co-ordinating and evaluating activities in complex organisations.
Convenor: Mrs Mary Low
Internal assessment/Exam ratio: 1:1
Restrictions: ACCT209
Note: The NZICA Prize in Accounting for Management is awarded to the top student of the year in this paper.

ACCT102-08S (HAM), 08A (HAM), 08B (HAM)
Introductory Financial Accounting
(Points: 15)
An introductory computer based accounting paper emphasising the preparation of accounting records. This paper provides opportunity to learn the language of accounting through addressing practical problems.
Convenor: Mrs Mary Low
Internal assessment/Exam ratio: 3:2
Restrictions: ACCT209

ACCT202-08S (HAM), 08A (HAM), 08B (HAM)
Intermediate Financial Accounting
(Points: 20)
This paper is designed to familiarise students with, and critically explore, the practices, principles and regulations of New Zealand accounting. It includes preparation of general purpose financial reports, an introduction to consolidation of company accounts, partnership accounting and analysis and interpretation. The paper is important for those who wish to choose a career in accounting.
For Semester 08A (HAM) and 08B (HAM)
Convenor: Ms Helen Samujh
Internal assessment/Exam ratio: 1:1

For Semester 08S (HAM)
Convenor: Mrs Mary Low
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT101 and 16 credits at Level 3 in NCEA Accounting, or ACCT102, or ACCT209 (for non-BMS students), or at the discretion of the Chairperson of Department
Note: The NZICA prize in Financial Accounting is awarded to the top student of the year in this paper.
ACCT209-08S (HAM), 08A (HAM), 08B (HAM)

**Accounting and Managerial Decision Making**
(Points: 20)
This paper is designed as a foundation for those wishing to continue with the Graduate Diploma of Accounting.
This paper requires completion of the paper components of ACCT102 Introductory Financial Accounting and will involve a final examination element.
In addition, an extra class hour is required to provide an understanding of the techniques and issues related to the management accounting component of the paper.
Convenor: Mrs Mary Low
Internal assessment/Exam ratio: 7:3
Restrictions: ACCT101 and ACCT102
Note: This paper is not available to students enrolled in the Bachelor of Management Studies.

MNGT221-08A (HAM), 08B (HAM)

**Business Law, Ethics, Sustainability and the Treaty of Waitangi**
(Points: 20)
This paper overviews the sources of New Zealand business law and obligations that arise under this law, and critically examines the importance of ethics, sustainability and the Treaty of Waitangi to contemporary business.
Convenor: Dr Brennan Allen
Internal assessment/Exam ratio: 1:1
Prerequisites: STMG191

ACCT231-08A (HAM), 08B (HAM)

**Management Accounting: Accounting for Organisational Control**
(Points: 20)
This paper emphasises the skills involved in everyday practice of management accounting. It develops skills in problem solving, including the use of quantitative analysis and understanding of basic costing techniques; knowledge and abilities in using Excel spreadsheets; and also covers the organisational and behavioural aspects of accounting practices, and considers the ethical environment within which accountants operate.
For Semester 08A (HAM)
Convenor: Prof Stewart Lawrence
Internal assessment/Exam ratio: 1:1
For Semester 08B (HAM)
Convenor: AProf David Coy
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT101 or ACCT209 (for non-BMS students)
Restrictions: ACCT311
Note: The Staples Rodway Award is awarded to the student gaining the highest marks during the year in this paper.
Students undertaking an accounting major within the BMS degree can take this paper in place of HRMG241. However, if they do so they will be unable to count this paper toward their accounting major, and must select an additional accounting paper for their major.

ACCT301-08A (HAM), 08B (TGA)

**Accounting Theory**
(Points: 20)
The objective of this paper is to help students develop critical thinking and sound analytical skills about the past, present and future of accounting theory and practice. Various approaches to the development of theory in general and accounting theory in particular will be critically examined and different schools of thought in the field of accounting research will be covered.
The paper also aims to make students familiar with theoretical and practical issues and controversies in accounting.
Convenor: Prof Howard Davey
Internal assessment/Exam ratio: 2:3
Prerequisites: ACCT202
Restrictions: ACCT401
Note: The Grant Thornton Prize in Accounting Theory is awarded to the top student of the year in this paper.

ACCT302-08B (HAM), 08B (TGA)

**Financial Accounting**
(Points: 20)
This paper is designed to deepen understanding of the issues involved in the current practices, principles and regulations of New Zealand accounting. The paper critically discusses major issues of accounting practice and research. The paper further facilitates critical and independent thinking, enhances analytical ability and fosters creativity and initiative.
In highlighting the policy issues involved in the choice of accounting methods, this paper attempts to take students beyond a mere mastery of technical skills.
Convenor: Dr Grant Samkin
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202
Note: The PricewaterhouseCoopers prize in Financial Accounting is awarded to the top student of the year in this paper.

ACCT313-08B (HAM)

**Accounting Information Technology and Systems**
(Points: 20)
This paper addresses the design, acquisition, operation, and control of computerised accounting information systems. Theories are applied and reinforced through practical exercises using spreadsheets, relational databases, XBRL and accounting packages.
Convenor: Dr Joanne Locke
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202 or ACCT231
Restrictions: ACCT413
Note: The PricewaterhouseCoopers prize in Accounting Information Technology and Systems is awarded to the top student of the year in this paper.
ACCT321-08A (HAM), 08A (TGA)

Commercial Law
(Points: 20)
This paper studies selected areas of the law regulating commercial and domestic consumer contracts. It reviews statutory and common law developments in the general law of contract and provides an introduction to trust and personal insolvency law. The paper takes a critical approach to the areas of law considered.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:2
Prerequisites: MNGT221

ACCT322-08B (HAM)

Law of Business Enterprises
(Points: 20)
This paper focuses on the law which is relevant to the formation and activities of business enterprises, particularly the legal requirements affecting companies in New Zealand. However, issues of relevance to all business enterprises are considered. It provides an understanding of the laws directly affecting business enterprises and encourages the application of legal principles to problem situations, as well as critical thinking about the broader issues which arise in relation to business enterprises.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:2
Prerequisites: MNGT221
Restrictions: ACCT422

ACCT324-08A (HAM), 08B (HAM)

Legal Issues in E-Commerce
(Points: 20)
The impact of the world wide web has been felt universally, not least in relation to the determination and enforcement of legal responsibilities. More than any other development in history, it has diminished the significance of national boundaries as the determinant of applicable and enforceable laws. This paper is intended first to provide students with an appreciation of the legal issues arising from electronic commerce. Secondly, the students should develop the ability to identify the problems which they may face in the area, thereby assisting them in arriving at a solution.
Convenor: Mr Wayne Rumbles
Internal assessment/Exam ratio: 3:2

ACCT331-08A (HAM), 08A (TGA)

Management Accounting
(Points: 20)
This paper examines a range of management accounting techniques and concepts. As the competitive environment and the methods and philosophy of management have changed dramatically, this paper aims to enable management accounting students to understand the impact of such changes on the management accounting practitioner.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT231
Equivalents: ACCT311
Restrictions: ACCT411 and ACCT431

ACCT341-08A (HAM), 08A (TGA)

Auditing
(Points: 20)
This paper introduces the theory and practice of external auditing in New Zealand. It examines the role of financial audit, the profession and market mechanisms, audit practice including professional standards and guidelines; builds practical skills and increases knowledge of the audit process report, internal controls and the systems upon which the auditor may rely.
Convenor: Prof Karen Van Peursem
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202
Note: The PricewaterhouseCoopers prize in Auditing is awarded to the top student of the year in this paper.

ACCT351-08A (HAM), 08B (HAM), 08B (TGA)

Taxation
(Points: 20)
An introduction to and a working knowledge of the concepts, law and practice of the main direct and indirect taxes. The paper imparts the broad framework of the main tax statutes and the detailed effect of selected specific provisions and also gives an appreciation of the basic applications of taxation law and the importance of taxation in business decisions. Certain court decisions interpreting statutory provision will be covered. Emphasis is on learning how to understand, interpret, apply and critically evaluate tax legislation.
For Semester 08A (HAM)
Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
For Semester 08B (HAM) and 08B (TGA)
Convenor: Mr Clinton Alley
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202 or MNGT221
Note: The Ian Beattie Prize in Taxation is awarded to the top student of the year in this paper.

ACCT399-08C (HAM), 08D (HAM), 08E (HAM)

Applied Project in Accounting
(Points: 20)
An applied research project investigating an accounting related issue in an organisational context.
Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
Restrictions: ECON399 and FINA399
Note: This paper is only available for BBA(Fin) students.
ACCT401-08A (HAM), 08A (TGA)

Advanced Accounting Theory
(Points: 20)
The objective of this paper is to help students develop critical thinking and sound analytical skills about the past, present and future of accounting theory and practice. Various approaches to the development of theory in general and accounting theory in particular will be critically examined and different schools of thought in the field of accounting research will be covered. The paper also aims to make students familiar with theoretical and practical issues and controversies in accounting.
Convenor: Prof Howard Davey
Internal assessment/Exam ratio: 3:2
Prerequisites: ACCT202
Restrictions: ACCT301

ACCT402-08B (HAM)

Advanced Financial Accounting
(Points: 20)
A study of the principles and practices of company accounting, as well as critical examination of a number of recently issued accounting standards.
Convenor: Dr Grant Samkin
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT302
Note: The NZICA prize in Advanced Financial Accounting is awarded to the top student of the year in this paper.

ACCT407-08B (HAM)

Accounting for Sustainability
(Points: 20)
This paper examines how organisations might take principles of sustainability into account in decision making, performance evaluation and reporting. The importance of recognising the wider environments within which the organisation exists is emphasised.
Convenor: Dr Brennan Allen
Internal assessment/Exam ratio: 1:1
Prerequisites: 20 points at 300 level in Accounting, or at the discretion of the Chairperson of Department

ACCT412-08A (HAM)

Organisations and Society
(Points: 20)
The paper involves the study of change in organisations and society. It considers the accountability of organisations to their stakeholders. The role of education in developing good citizens is explored. Critical thinking is encouraged.
Convenor: AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT202 or ACCT231 or STMG391
Restrictions: ACCT312

ACCT422-08B (TGA)

Law of Business Enterprises
(Points: 20)
This paper focuses on the law which is relevant to the formation and activities of business enterprises, particularly the legal requirements affecting companies in New Zealand. However, issues of relevance to all business enterprises are considered.
It provides an understanding of the laws directly affecting business enterprises and encourages the application of legal principles to problem situations as well as critical thinking about the broader issues which arise in relation to business enterprises. It also contains an advanced examination of the issues of relevance to business enterprises in the form of a research essay on an approved topic.
Convenor: Mrs Andrea Bather
Internal assessment/Exam ratio: 1:1
Prerequisites: MNGT221
Restrictions: ACCT322

ACCT431-08A (HAM), 08A (TGA)

Management Accounting
(Points: 20)
This paper examines a range of management accounting techniques and concepts. As the competitive environment and the methods and philosophy of management have changed dramatically, this paper aims to enable management accounting students to understand the impact of such changes on the management accounting practitioner. It further aims to develop a critical and enquiring approach to the subject by an advanced examination of issues of relevance.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2
Prerequisites: ACCT311
Equivalents: ACCT411
Restrictions: ACCT331

ACCT451-08A (HAM)

Advanced Taxation
(Points: 20)
An understanding of taxation is not only relevant but critical to success in the business world. The complexity and frequency of domestic tax changes and the increasing importance of having a working knowledge of some of the overseas tax regimes have made it difficult to adequately familiarise students with the theory, concepts, law and practice of taxation in the prerequisite Level 300 taxation paper.
Accordingly, this Level 400 paper provides a more in-depth study of direct, indirect and wealth taxes both within and outside New Zealand.
Each student chooses taxation topics and regimes pertinent to them for critical analysis and evaluation.
Convenor: Mr Clinton Alley
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT351
Note: The CCH Advanced Taxation prize is awarded to the top student of the year in this paper.
**ACCT490-08S (TGA), 08S (HAM), 08A (HAM), 08A (TGA), 08B (HAM), 08B (TGA), 08C (HAM), 08C (TGA), 08Y (HAM), 08Y (TGA)**

**Directed Study**
(Points: 20)
This paper is available only to Waikato Management School students with the approval of the Chairperson.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**ACCT499-08C (HAM), 08C (TGA), 08D (HAM), 08D (TGA), 08E (HAM), 08E (TGA)**

**Report of an Investigation**
(Points: 20)
Directed investigation of an approved topic, available only to students enrolled in the Bachelor of Management Studies degree.

Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS core compulsory papers, ACCT301, and at least 20 points at 300 level in Accounting
Restrictions: ACCT599

**ACCT501-08B (HAM)**

**Advances in Accounting Theory and Research**
(Points: 30)
The paper focuses on developments in accounting theory and practice, and on approaches to research in accounting. It aims to equip students with a foundation to undertake original research.

Convenor: Prof Alan Lowe
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

**MNGT501-08S (HAM)**

**Research Methods in Management Studies**
(Points: 30)
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.

Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECONS44, MKTG507, MSYS551 and TOMG506
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

**ACCT502-08A (HAM)**

**Advanced Financial Reporting**
(Points: 30)
This paper equips students with sufficient practical knowledge to appreciate some of the problems involved in preparing advanced financial statements. It will also enhance an understanding of the different issues facing accountants and preparers of general purpose financial reports, as well as enabling students to critically interpret financial statements.

Convenor: Dr Grant Samkin
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301 and ACCT302, or at the discretion of the Chairperson of Department
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

**ACCT506-08A (HAM)**

**International Accounting**
(Points: 30)
This paper explores and analyses accounting in a global and transnational context. Similarities and differences between accounting and its regulation in different national contexts, and attempts to harmonise the accounting practices of different countries are discussed.

The paper also addresses issues relevant for an appreciation of accounting in developing countries and economies in transition such as the economies of Eastern Europe and China.

Convenor: Prof Howard Davey
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

**ACCT507-08A (HAM)**

**Accounting, Sustainability and a Changing Environment**
(Points: 30)
A study of the potential role(s) of accounting in the journey to a sustainable civilisation. A key theme in the paper is change with a particular focus on how changes in thinking must inform changes in action.

Convenor: Dr Brennan Allen
Internal assessment/Exam ratio: 1:0
Prerequisites: admission is at the discretion of the Chairperson of Department
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.
ACCT512-08S (HAM)
Organisations and Society
(Points: 30)
This paper encourages students to develop their integrative knowledge of managerial disciplines. It also encourages students to develop themselves and thereby become more effective as citizens and managers in our fast-changing society.
Convenor: AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT231 or ACCT301 or STMG391
Restrictions:
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT513-08B (HAM)
Virtual Accounting Systems
(Points: 30)
The purpose of this paper is to provide students with a broad view of the role of accounting information in organisational practices and to provide advanced material on current developments in information communication technology. The paper seeks to explore virtual accounting systems as emergent artefacts which affect the environment within organisations. Particular emphasis will be given to the linkages between accounting, information systems and aspects of the management and development of organisational knowledge and intellectual capital.
Convenors: Dr Joanne Locke, Prof Alan Lowe
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT313 or at the discretion of the Chairperson of Department
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT531-08B (HAM)
Advanced Management Accounting
(Points: 30)
This paper aims to develop skills and critical ability in management accounting. It will broaden the knowledge of participants by examining the diverse perspectives and approaches evident in the subject of management accounting.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT331
Equivalents: ACCT511
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT541-08A (HAM)
Fraud Auditing
(Points: 30)
A focus on fraud and forensic auditing. Topics are examined in-depth and selected on the basis of their controversial nature or their knowledge building potential. Analysis is facilitated by a case-based approach to learning. There is a small computer element.
Convenor: Prof Karen Van Peursem
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT341 or equivalent, or audit experience, or at the discretion of the Chairperson of Department
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT551-08B (HAM)
International Tax Strategies
(Points: 30)
This paper is both theoretical and interpretational. It will critically evaluate various international tax issues for New Zealand with the focus on policies and consequences. By studying the 'why' and 'what' questions of taxation, students will be able to allocate taxation options, develop a better understanding of current concepts, trace some of the factors that have shaped international practices, and gain additional interpretative skills.
Convenors: Prof Howard Davey, Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT351
Note: The Jerry Rickman Prize in International Taxation is awarded to the top student of the year in this paper. This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT590-08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)
Directed Study
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ACCT591-08C (HAM)
Accounting Dissertation
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.
ACCT592-08C (HAM)
Accounting Dissertation
(Points: 60)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT593-08C (HAM)
Accounting Thesis
(Points: 90)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT594-08C (HAM)
Accounting Thesis
(Points: 120)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT599-08C (HAM), 08D (HAM), 08E (HAM)
Report of an Investigation
(Points: 30)
For Semester 08C (HAM)
Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
For Semester 08D (HAM) and 08E (HAM)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS core compulsory papers, ACCT301, and at least 20 points at 300 level in Accounting
Restrictions: ACCT499
Note: Available only to students enrolled in the BMS(Hons) degree.
Agribusiness

Why choose Agribusiness?
Agribusiness incorporates all business and associated organisations that are part of the agricultural sector. In a small, remote economy such as New Zealand successful agribusiness relies on the ability to understand the operation of competitive global markets, international marketing and the management of complex and extended supply chains. In choosing Agribusiness you will build knowledge and skills in management and economics that is of particular relevance to the agribusiness sector. Agribusiness is available as a subject for several qualifications and details of the requirements for these can be found overleaf.

Contacts for Agribusiness
Professor Frank Scrimgeour
MSB2.14 ext.4415 scrim@waikato.ac.nz

Agribusiness

Interests
- Agricultural Business
- Marketing Agricultural Products
- Farm Business Activities
- Government Policy and the Agricultural Sector

Careers
- Entrepreneur in Agricultural Business
- Farm Management
- Government Advisor
- Agricultural Sector Consultant

Employers
- Government Ministries
- Self-employed Entrepreneur
- Agricultural Business Enterprises
- Agricultural Research Organisations
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Code</th>
<th>Level</th>
<th>Course Name</th>
<th>GradDipAgBus</th>
<th>PCCertAgBus</th>
<th>PGDipAgBus</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGRI201</td>
<td>A</td>
<td>New Zealand Agribusiness</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AGRI202</td>
<td>A</td>
<td>Sustainable Agriculture</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ACCT209</td>
<td>S A B</td>
<td>Accounting and Managerial Decision Making</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AGRI301</td>
<td>A</td>
<td>New Zealand Agribusiness</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AGRI302</td>
<td>B</td>
<td>Agribusiness Project</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON306</td>
<td>A</td>
<td>International Trade and Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON308</td>
<td>B</td>
<td>Managerial Economics and Strategy</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MSYS377</td>
<td>A</td>
<td>Supply Chain Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>STMG311</td>
<td>A</td>
<td>The International Business Environment</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG453</td>
<td>B</td>
<td>International Marketing</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AGRI501</td>
<td>A</td>
<td>International Agribusiness</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>AGRI502</td>
<td>B</td>
<td>Agribusiness Case Studies</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>AGRI590</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>AGRI591</td>
<td>C</td>
<td>Agribusiness Dissertation</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>AGRI592</td>
<td>C</td>
<td>Agribusiness Dissertation</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>AGRI593</td>
<td>C</td>
<td>Agribusiness Thesis</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>AGRI594</td>
<td>C</td>
<td>Agribusiness Thesis</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>ECON517</td>
<td>A</td>
<td>Applied Regional and General Equilibrium Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>ECON538</td>
<td>A</td>
<td>Natural Resource Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>MKTG507</td>
<td>A</td>
<td>The Research Process: Marketing and International Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>MKTG553</td>
<td>A</td>
<td>International Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>MSYS576</td>
<td>B</td>
<td>21st Century Logistics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>STMG501</td>
<td>S</td>
<td>Global Business: Strategic Marketing and Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

Graduate Diploma in Agribusiness (GradDip(AgBus))

Agribusiness
120 points above 100 level including 80 points above 200 level. Available papers are listed in the table above.
You must include the following papers:
• ACR120/301 New Zealand Agribusiness
• ACR102 Sustainable Agriculture
• ECON308 Managerial Economics and Strategy
• ACR1302 Agribusiness Project< Agribusiness>> and Economics Managerial>
and either MSYS377 Supply Chain Management or STMG311 The International Business Environment
and a further 20 points from the following list of electives:
• ACCT209 Accounting and Managerial Decision Making
• ECON306 International Trade and Finance
• MKTG453 International Marketing
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Certificate in Agribusiness (PGCert(AgBus))

Agribusiness
60 points at 500 level. Available papers are listed in the table above.
You must include the following paper:
• ACR501 International Agribusiness
and a further 30 points from the following list of electives:
• ACR502 Agribusiness Case Studies
• ACR590 Directed Study
• ECON517 Applied Regional and General Equilibrium Analysis
• ECON538 Natural Resource Economics
• ECON539 Environmental Economics
• MKTG507 The Research Process: Marketing and International Management
• MKTG553 International Marketing
• MSYS551 Management Systems Research
• MSYS576 21st Century Logistics
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in Agribusiness (PGDip(AgBus))

Agribusiness
120 points at 500 level. Available papers are listed in the table above.
You must include the following papers:
• ACR501 International Agribusiness
• MKTG553 International Marketing
• MSYS576 21st Century Logistics
and a further 30 points from the following list of electives:
• ACR502 Agribusiness Case Studies
• ACR590 Directed Study
• ECON517 Applied Regional and General Equilibrium Analysis
• ECON538 Natural Resource Economics
• ECON539 Environmental Economics
• MKTG507 The Research Process: Marketing and International Management
• MSYS551 Management Systems Research
• STMG501 Global Business: Strategic Marketing and Management
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.
Master of Management Studies (MMS)

Agribusiness
120 points at 500 level. Available papers are listed in the table above. You must include a dissertation AGRI591 or AGRI592 (30 or 60 points) or thesis AGRI593 or AGRI594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.

Prior to, or during a masters degree in Agribusiness the following papers must be successfully completed.

• AGRI501 International Agribusiness
• AGRI502 Agribusiness Case Studies
• MKTG553 International Marketing

and if required you may select papers from the following list of electives:

• AGRI590 Directed Study
• ECON517 Applied Regional and General Equilibrium Analysis
• ECON538 Natural Resource Economics
• ECON539 Environmental Economics
• MKTG507 The Research Process: Marketing and International Management
• MSYS551 Management Systems Research
• STMGS01 Global Business: Strategic Marketing and Management

You will be required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor

Paper Details for 2008

For descriptions of ECON (Economics), MKTG (Marketing), MSYS (Management Systems), or STMGS (Strategic Management) papers please refer to the relevant area of study.

AGRI201-08A (HAM)
New Zealand Agribusiness
(Points: 20)
This paper provides a robust understanding of the NZ agribusiness sector and the key determinants of agribusiness performance. The paper covers economic and management theory relevant to agribusiness decision making and the analysis of agribusiness performance, management and marketing.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restrictions: AGRI301

AGRI202-08A (HAM)
Sustainable Agriculture
(Points: 20)
This paper covers the key determinants of sustainable agriculture and the relevance of sustainable farming practice for agribusiness decision making. It will cover the three key philosophies of sustainable agriculture.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1

ACCT209-08S (HAM), 08A (HAM), 08B (HAM)

Accounting and Managerial Decision Making
(Points: 20)
This paper is designed as a foundation for those wishing to continue with the Graduate Diploma of Accounting.

This paper requires completion of the paper components of ACCT102 Introductory Financial Accounting and will involve a final examination element.

In addition, an extra class hour is required to provide an understanding of the techniques and issues related to the management accounting component of the paper.

Convenor: Mrs Mary Low
Internal assessment/Exam ratio: 7:3
Restrictions: ACCT101 and ACCT102
Note: This paper is not available to students enrolled in the Bachelor of Management Studies.

AGRI301-08A (HAM)
New Zealand Agribusiness
(Points: 20)
This paper covers the same topic areas as AGRI201. Students taking this 300 level version of the paper will be required to study some topics in more details and complete additional assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restrictions: AGRI201
AGRI302-08B (HAM)

Agribusiness Project
(Points: 20)
Students completing this paper will work on a project relevant to agribusiness. The project will develop skills in analysis involving the agribusiness sector. It will require an in-depth understanding of a particular agribusiness topic.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: AGRI201 or AGRI301

AGRI501-08A (HAM)

International Agribusiness
(Points: 30)
This paper will cover the evolution of international agribusiness and will develop skills in the analysis of international agribusiness strategies and performance. The paper will also cover capital structures, supply chains, manufacturing, markets and marketing for international agribusiness.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: AGRI302, ECON308, ECON408, MKTG453 or STMG311

AGRI502-08B (HAM)

Agribusiness Case Studies
(Points: 30)
In this paper students will use case studies to understand complete business decisions. The paper will provide skills in the analysis of capital structures, competitive behaviour, marketing activity and innovation in agribusiness.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: AGRI302, ECON308, ECON408, MKTG453 or STMG311

AGRI590-08S (HAM), 08A (HAM), 08B (HAM)

Directed Study
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: AGRI302, ECON308, ECON408, MKTG453 or STMG311
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

AGRI591-08C (HAM)

Agribusiness Dissertation
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

AGRI592-08C (HAM)

Agribusiness Dissertation
(Points: 60)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

AGRI593-08C (HAM)

Agribusiness Thesis
(Points: 90)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

AGRI594-08C (HAM)

Agribusiness Thesis
(Points: 120)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.
Why choose Business Futures and Leadership?

Business futures research is concerned with the long-term evolution of the cultural, economic, physical, and social environment, and the formation and management of business strategies given a range of possible scenarios. The programme introduces and integrates key concepts in both leadership and futures in order to better prepare graduates for the more future-oriented guidance required under contemporary conditions of rapid change and ongoing uncertainty.

The Postgraduate Diploma in Business Futures and Leadership is designed as a broad programme for executives and future leaders that provides practical ways to manage future challenges and issues. It also provides a foundation for academic research in futures in management. The programme covers future business scenarios and appropriate methodologies, and ways of preparing personally and organisationally for uncertain times.

Business Futures and Leadership will be available as a subject for the Postgraduate Diploma and Master of Management Studies and details of the requirements for these can be found overleaf. The offering of these programmes is subject to NZVCC CUAP approval.

Contacts for Business Futures and Leadership

Professor David McKie
MSB4.35D ext.4197 dmckie@waikato.ac.nz

Associate Professor Debashish Munshi
MSB4.35K ext.4450 munshi@waikato.ac.nz
Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Code</th>
<th>Paper Name</th>
<th>PGDipBusF&amp;L</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>BFAL501</td>
<td>B</td>
<td>Futures Methodologies</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL502</td>
<td>A</td>
<td>Future-Focused Action Learning and Research</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL503</td>
<td>B</td>
<td>Leadership Research Project</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL591</td>
<td>C</td>
<td>Business Futures and Leadership Dissertation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL592</td>
<td>C</td>
<td>Business Futures and Leadership Dissertation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL593</td>
<td>C</td>
<td>Business Futures and Leadership Dissertation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>BFAL594</td>
<td>C</td>
<td>Business Futures and Leadership Dissertation</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ACCT513</td>
<td>B</td>
<td>Virtual Accounting Systems</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECONS28</td>
<td>A</td>
<td>Econometric Topics: Forecasting and Finance</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG541</td>
<td>A</td>
<td>Issues for Managerial Behaviour in 21st Century Organisations</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM530</td>
<td>A</td>
<td>Communication Research Methods</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MCOM583</td>
<td>A</td>
<td>Communication and Leadership</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MCOM584</td>
<td>B</td>
<td>Global Issues in Public Relations</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research methods in Management Studies</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS556</td>
<td>B</td>
<td>E-Business Technologies and Theories</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS576</td>
<td>B</td>
<td>21st Century Logistics</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG580</td>
<td>A</td>
<td>Strategies for Sustainability</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG502</td>
<td>B</td>
<td>Tourism Development and the Environment</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

Qualification and Specific Subject Requirements

**Postgraduate Diploma in Business Futures and Leadership (PGDip(BusF&L))**

- **Business Futures and Leadership**
  - 120 points at 500 level. Available papers are listed in the table above.
  - You must include the following papers:
    - BFAL501 Futures Methodologies
    - BFAL503 Leadership Research Project
    - MCOM583 Communication and Leadership
  - and a further 30 points from the following list of electives:
    - MCOM530 Communication Research Methods
    - MNGT501 Research Methods in Management Studies
    - MSYS551 Management Systems Research

**Master of Management Studies (MMS)**

- **Business Futures and Leadership**
  - 120 points at 500 level. Available papers are listed in the table above.
  - You will be required to present a dissertation BFAL591 or BFAL592 (30 or 60 points) or thesis BFAL593 or BFAL594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.
  - Prior to, or during a masters degree in Business Futures and Leadership the following papers must be successfully completed:
    - BFAL501 Futures Methodologies
    - BFAL502 Future-Focused Action Learning and Research
    - BFAL503 Leadership Research Project
    - MCOM583 Communication and Leadership
  - and if required you may select papers from the following list of electives:
    - ACCT513 Virtual Accounting Systems
• ECON528 Econometric Topics: Forecasting and Finance
• ECON539 Environmental Economics
• HRMG541 Issues for Managerial Behaviour in 21st Century Organisations
• MCOM530 Communication Research Methods
• MCOM584 Global Issues in Public Relations
• MCOM586 Communication, Cybertrends and E-Business
• MNGT501 Research Methods in Management Studies
• MSYS551 Management Systems Research
• MSYS556 E-Business Technologies and Theories
• MSYS576 21st Century Logistics
• STMG557 Strategic Partnerships and Collaboration
• STMG580 Strategies for Sustainability
• TOMG502 Tourism Development and the Environment

Note: Entry into any elective paper is subject to the permission of the Graduate Convenor of the relevant department.

Master of Philosophy and Doctor of Philosophy
Contact the Department’s Graduate Convenor

Paper Details for 2008
For descriptions of ACCT (Accounting), ECON (Economics), HRMG (Human Resource Management), MCOM (Management Communication), MSYS (Management Systems), STMG (Strategic Management), TOMG (Tourism Management) papers please see the relevant area of study.

BFAL501-08b (HAM)
Futures Methodologies
(Points: 30)
This paper develops students’ abilities to undertake futures research relevant to their own careers and workplace activities and concerns. It charts the evolution of modern business futures methods from short to long time spans and sets those developments in the context of the knowledge and understanding of futures in the academic literature. It explores a range of contemporary approaches from current research on environmental scoping (featuring economic, market, and technology trends) through to long range projections of business futures. It considers recent linkings of how research methodologies of futures studies relate to contemporary leadership theory and practice and evaluates which futures methodologies are appropriate for which purposes.

Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0

MNGT501-08S (HAM)
Research Methods in Management Studies
(Points: 30)
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.

Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECON544, MKTG507, MSYS551 and TOMG506
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol. Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

BFAL502-08A (HAM)
Future-Focused Action Learning and Research
(Points: 30)
This paper aims to connect action research and futures research theoretically and practically in contemporary business and assists students to instigate appropriate action learning and/or research, in relation to their own careers and workplace activities and concerns. It provides a detailed knowledge and understanding of action learning and research as represented in the academic literature. Through case studies, practice, and theory it offers an understanding of the strengths and limitations of action research across a range of organisations. Students will gain experience in undertaking an individual action learning project and developing a reflective learning and self inquiry approach that will enable more productive outcomes and will attempt to produce results through group action research.

Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0
BFAL503-08B (HAM)
Leadership Research Project
(Points: 30)
Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0

BFAL591-08C (HAM)
Business Futures and Leadership Dissertation
(Points: 30)
Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department's Graduate Convenor prior to enrolment in this paper.

BFAL592-08C (HAM)
Business Futures and Leadership Dissertation
(Points: 60)
Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department's Graduate Convenor prior to enrolment in this paper.

BFAL593-08C (HAM)
Business Futures and Leadership Thesis
(Points: 90)
Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department's Graduate Convenor prior to enrolment in this paper.

BFAL594-08C (HAM)
Business Futures and Leadership Thesis
(Points: 120)
Convenor: Prof David McKie
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department's Graduate Convenor prior to enrolment in this paper.
Economics

Interests
• Business Economics
• Economic Analysis
• Policy Analysis
• International Economics

Careers
• Policy Analyst and Advisor
• Business Analyst
• Financial Analyst
• Economics Researcher
• Management Consultant
• Economics Teacher

Employers
• Large Companies and Corporates
• Government Departments
• Banks and Investment Companies
• International Agencies (e.g. OECD, World Bank, IMF)
• Treasury and Reserve Bank
• Regional and District Councils
• Consulting and Accounting Firms
• Universities, Polytechnics and Research Organisations

Scholarships
• Brian Smith Memorial Entrance Scholarship (1st year students)
• KR Sustainable Enterprise Ideas Scholarship (1st year students)
• Perry Foundation Brian Perry Business Management Scholarship (1st year students)
• First NZ Capital Scholarship in Finance
• Brian Smith Memorial 499/599 Scholarship
• PricewaterhouseCoopers Masters Scholarship
• WMS International Exchange Scholarships
• Cayne Dunnett Memorial Scholarship

Please refer to the Orientation section of this handbook for further information.

Why choose Economics?
Economics is an exciting and rewarding area of study. It concerns the way in which people make the best decisions to allocate scarce resources to meet their objectives. At the University of Waikato you’ll learn just how useful economics is to your everyday life, your business performance and to government policy. You’ll be able to look at the world in a different light and make business and everyday decisions much more clearly.

Our speciality is applied economics. The Department of Economics encourages people to think sensibly and carefully about business issues and government policy. We offer a practical approach to solving business and other problems using real world case studies and up-to-date analytical techniques. Even if you’re majoring in another subject, adding economics papers will add value to your degree and future career.

Economics is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Economics as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementery areas of study within Waikato Management School may include Finance and International Management.

Contacts for the Department of Economics
Administrator
MSB2.15 ext.4045 economics@waikato.ac.nz

Dan Marsh – Undergraduate Convenor
MSB2.19 ext. 4950 dmarsh@waikato.ac.nz

Anna Strutt – Graduate Convenor
MSB3.26 ext.4958 astrutt@waikato.ac.nz
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA</th>
<th>BBA(Hons(Fin))</th>
<th>2nd Major for other degrees</th>
<th>GradCertEcon</th>
<th>GradDipEcon</th>
<th>PGCertEcon</th>
<th>PGDipEcon</th>
<th>MMS Economics</th>
<th>MMS-Applied Economics &amp; Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>ECON200</td>
<td>A B</td>
<td>Macroeconomics and the Global Economy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON202</td>
<td>S A</td>
<td>Microeconomics and Business Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON204</td>
<td>S B</td>
<td>Quantitative Methods for Economics and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON217</td>
<td>A</td>
<td>Economics, Law and Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON236</td>
<td>B</td>
<td>Comparative Economic Performance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>3</td>
<td>ECON301</td>
<td>B</td>
<td>Monetary and Macroeconomics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON304</td>
<td>A</td>
<td>Econometrics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON306</td>
<td>A</td>
<td>International Trade and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON308</td>
<td>B</td>
<td>Managerial Economics and Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON313</td>
<td>A</td>
<td>Economics of Human Resources and Public Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON314</td>
<td>B</td>
<td>Markets, Competition and Organisation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON315</td>
<td>B</td>
<td>Environmental and Natural Resource Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON316</td>
<td>A</td>
<td>Dimensions of Sustainability</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON317</td>
<td>A</td>
<td>Economics, Law and Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON318</td>
<td>A</td>
<td>Economics of Electronic Commerce and Networks</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON319</td>
<td>S</td>
<td>China’s Economic Development</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON336</td>
<td>B</td>
<td>Comparative Economic Performance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON390</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON399</td>
<td>B</td>
<td>Applied Project in Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA311</td>
<td>S A</td>
<td>Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA312</td>
<td>B</td>
<td>Portfolios and Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA313</td>
<td>B</td>
<td>Capital Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA317</td>
<td>B</td>
<td>International Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>4</td>
<td>ECON401</td>
<td>B</td>
<td>Monetary and Macroeconomics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON404</td>
<td>A</td>
<td>Econometrics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON406</td>
<td>A</td>
<td>International Trade and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON408</td>
<td>B</td>
<td>Managerial Economics and Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON413</td>
<td>A</td>
<td>Economics of Human Resources and Public Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON414</td>
<td>B</td>
<td>Markets, Competition and Organisation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON415</td>
<td>B</td>
<td>Environmental and Natural Resource Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON416</td>
<td>A</td>
<td>Dimensions of Sustainability</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON418</td>
<td>A</td>
<td>Economics of Electronic Commerce and Networks</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON419</td>
<td>S</td>
<td>China’s Economic Development</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA417</td>
<td>B</td>
<td>International Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>5</td>
<td>ECON501</td>
<td>B</td>
<td>Macroeconomic Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON502</td>
<td>A</td>
<td>Microeconomic Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON504</td>
<td>B</td>
<td>Econometric Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON517</td>
<td>A</td>
<td>Applied Regional and General Equilibrium Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON526</td>
<td>A</td>
<td>Law and Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON528</td>
<td>A</td>
<td>Econometric Topics: Forecasting and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON530</td>
<td>B</td>
<td>Topics in Development Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Level</td>
<td>Paper</td>
<td>Semester</td>
<td>Description</td>
<td>BMS</td>
<td>BMS(Hons)</td>
<td>BBA(Fin)</td>
<td>BBA(Hons(Fin))</td>
<td>2nd Major for other degrees</td>
<td>GradCertEcon</td>
<td>GradDipEcon</td>
<td>PGCertEcon</td>
<td>PDipEcon</td>
<td>MMS Economics</td>
<td>Economics &amp; Finance</td>
</tr>
<tr>
<td>-------</td>
<td>-------</td>
<td>----------</td>
<td>--------------------------------------------------</td>
<td>-----</td>
<td>-----------</td>
<td>----------</td>
<td>----------------</td>
<td>----------------------------</td>
<td>---------------</td>
<td>-------------</td>
<td>-------------</td>
<td>----------</td>
<td>----------------</td>
<td>----------------------</td>
</tr>
<tr>
<td></td>
<td>ECON531</td>
<td>B</td>
<td>International Trade: Theory and Policy Issues</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON532</td>
<td>B</td>
<td>International Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON534</td>
<td>B</td>
<td>Financial Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON538</td>
<td>A</td>
<td>Natural Resource Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON541</td>
<td>B</td>
<td>Macroeconomics: Directed Reading</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON542</td>
<td>A</td>
<td>Microeconomics: Directed Reading</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON543</td>
<td>A</td>
<td>Econometrics: Directed Reading</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON544</td>
<td>A</td>
<td>Research Methods in Economics and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON589</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON590</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON591</td>
<td>C</td>
<td>Economics Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON592</td>
<td>C</td>
<td>Economics Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON593</td>
<td>C</td>
<td>Economics Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON594</td>
<td>C</td>
<td>Economics Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA506</td>
<td>A</td>
<td>Finance Theory</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA509</td>
<td>A</td>
<td>Derivatives 1</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA510</td>
<td>S A</td>
<td>Financial Theory and Corporate Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA511</td>
<td>A</td>
<td>Advanced Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA512</td>
<td>B</td>
<td>Investments and Portfolios</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA514</td>
<td>S</td>
<td>Property Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA515</td>
<td>B</td>
<td>Advanced Financial Modelling</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA517</td>
<td>B</td>
<td>Investments, Portfolios and Financial Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA519</td>
<td>B</td>
<td>Derivatives 2</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA589</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA590</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA591</td>
<td>C</td>
<td>Finance Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA592</td>
<td>C</td>
<td>Finance Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA593</td>
<td>C</td>
<td>Finance Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA594</td>
<td>C</td>
<td>Finance Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

**Economics**
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the table above.

You must include no more than 40 points in FINA coded papers.

Students may complete a stream in economic analysis, business economics, policy analysis or international economics (see section entitled Possible Streams in an Economics Major).

**Note:** 500 level papers are only available to honours students. Please also note that students commencing honours, a Postgraduate Diploma in Economics or a masters degree must have included in their undergraduate degree at least one paper from each of the following three groups of papers:

- Microeconomics Group: ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
- Macroeconomics Group: ECON200, ECON201, ECON301, ECON401
- Econometrics Group: ECON204, ECON304, ECON308, ECON404, ECON408

**Bachelor of Management Studies with Honours (BMS(Hons))**

**Economics**
120 points (at least 6 papers) above 100 level including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the table above.

You must include at least one paper from the following list of electives and no more than two FINA coded papers:

- ECON501 Macroeconomic Analysis
- ECON541 Macroeconomics Directed Reading
- ECON502 Microeconomic Analysis
- ECON542 Microeconomics Directed Reading
- ECON504 Econometric Analysis
- ECON543 Econometrics Directed Reading

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

**Note:** Students commencing honours, a Postgraduate Diploma in Economics or a masters degree must have included in their undergraduate degree at least one paper from each of the following three groups of papers:

- Microeconomics Group: ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
- Macroeconomics Group: ECON200, ECON201, ECON301, ECON401
- Econometrics Group: ECON204, ECON304, ECON308, ECON404, ECON408

**Bachelor of Business Analysis – Financial (BBA(Fin))**

**Economics**
120 points above 100 level including 60 points above 200 level. Available papers are listed in the table above.

You must include the following papers and no more than two FINA coded papers:

- ECON202 Microeconomics and Business Economics
- ECON204 Quantitative Methods for Economics and Finance

**Bachelor of Business Analysis Honours – Financial (BBA(Hons(Fin)))**

**Economics**
120 points at 500 level. Available papers are listed in the table above.

You must include one of the following papers and no more than one FINA coded paper:

- ECON591 Economics Dissertation
- ECON592 Economics Dissertation

**Second Major for other degrees**

**Economics**
Students who are not enrolled in one of the above qualifications may still take Economics as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the table above.

You must include the following paper and no more than two FINA coded papers:

- ECON200 Macroeconomics and the Global Economy
Graduate Certificate in Economics (GradCert(Econ))

Requirements
60 points at 100 level or above including 40 points above 200 level with no more than 20 points in FINA coded papers. Available papers are listed in the table above. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Economics (GradDip(Econ))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the table above. You must include one of the following papers, unless an equivalent paper in Economics has been completed in another tertiary qualification, and no more than two FINA coded papers:
- either ECON200 Macroeconomics and the Global Economy or ECON202 Microeconomics and Business Economics
It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate in Economics (PGCert(Econ))

Requirements
60 points at 500 level. Available papers are listed in the table above. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in Economics (PGDip(Econ))

Requirements
120 points at 500 level. Available papers are listed in the table above. It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Note: Students commencing Honours, a Postgraduate Diploma in Economics or a Master’s degree must have included in their undergraduate degree at least one paper from each of the following three groups of papers:
- Microeconomics Group: ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
- Macroeconomics Group: ECON200, ECON201, ECON301, ECON401
- Econometrics Group: ECON204, ECON304, ECON308, ECON404, ECON408

Master of Management Studies (MMS)

Economics
120 points at 500 level. Available papers are listed in the table above. You must include a dissertation ECON591 or ECON592 (30 or 60 points) or thesis ECON593 or ECON594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Note: Students commencing Honours, a Postgraduate Diploma in Economics or a Master’s degree must have included in their undergraduate degree at least one paper from each of the following three groups of papers:
- Microeconomics Group: ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
- Macroeconomics Group: ECON200, ECON201, ECON301, ECON401
- Econometrics Group: ECON204, ECON304, ECON308, ECON404, ECON408

Prior to, or during, a Master’s degree at least two of: ECON541, ECON542, ECON543, or the full paper counterpart of these papers: ECON501, ECON502, ECON 504 must be successfully completed.

Applied Economics and Finance
120 points at 500 level.
You must include a dissertation ECON/FINA591 or ECON/FINA592 (30 or 60 points) or thesis ECON/FINA593 or ECON/FINA594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
Prior to, or during, a masters degree ECON543, FINA510 (or FINA311), FINA517 (or FINA312) and ECON541 or ECON542 must be successfully completed. These are all half papers worth 15 points each; the full paper counterparts to these are also acceptable.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
Possible Streams within an Economics Major

Although it is not necessary to fit within any particular stream or group of papers, students may find it useful to consider the following streams when planning their economics major. ECON202 and ECON204 are highly recommended for all students, especially those considering honours. Students should consider deferring one BMS part 2 core paper in order to complete ECON200, ECON202 and ECON204, before starting 300 level papers. Note that some papers are offered in alternate years. ECON544 is applicable to all streams, particularly for students taking a Masters. Students are encouraged to contact the Department of Economics for further advice on paper selection and degree planning.

Stream 1 Economic Analysis

ECON202 Microeconomics and Business Economics
ECON204 Quantitative Methods for Economics and Finance
ECON301/401 Monetary and Macroeconomics
ECON304/404 Econometrics
ECON308/408 Managerial Economics and Strategy
ECON314/414 Markets, Competition and Organisation
ECON499/599 Report of an Investigation
ECON501 Macroeconomic Analysis or ECON541 Macroeconomics Directed Reading
ECON502 Microeconomic Analysis or ECON542 Microeconomics Directed Reading
ECON504 Econometric Analysis or ECON543 Econometrics Directed Reading

Stream 2 Business Economics

ECON202 Microeconomics and Business Economics
ECON204 Quantitative Methods for Economics and Finance
ECON304/404 Econometrics
ECON308/408 Managerial Economics and Strategy
ECON314/414 Markets, Competition and Organisation
ECON318 Economics of Electronic Commerce and Networks
ECON499/599 Report of an Investigation
ECON502 Microeconomic Analysis or ECON542 Microeconomics Directed Reading
ECON528 Econometric Topics: Forecasting and Finance
ECON532 International Finance
ECON534 Financial Economics

Stream 3 Policy Analysis

ECON202 Microeconomics and Business Economics
ECON204 Quantitative Methods for Economics and Finance
ECON217/317 Economics, Law and Policy
ECON304/404 Econometrics

ECON305/405 Development Economics
ECON313/413 Economics of Human Resources and Public Policy
ECON315/415 Environmental and Natural Resource Economics
ECON316 Dimensions of Sustainability
ECON318/418 Economics of Electronic Commerce and Networks
ECON339/439 Urban and Regional Economics
ECON499/599 Report of an Investigation
ECON504 Econometric Analysis or ECON543 Econometrics Directed Reading
ECON517 Applied Regional and General Equilibrium Analysis
ECON526 Law and Economics
ECON530 Topics in Development
ECON538 Natural Resource Economics
ECON539 Environmental Economics

A student wishing to specialise in environmental and natural resource economics or sustainability should consider ECON217, ECON315/415, ECON316, ECON526, ECON538 and ECON539.

Stream 4 International Economics

ECON202 Microeconomics and Business Economics
ECON204 Quantitative Methods for Economics and Finance
ECON236/336 Comparative Economic Performance
ECON301/401 Monetary and Macroeconomics
ECON305/405 Development Economics
ECON306/406 International Trade and Finance
FINA317/417 International Corporate Finance
ECON499/599 Report of an Investigation
ECON502 Microeconomic Analysis or ECON542 Microeconomics Directed Reading
ECON504 Econometric Analysis or ECON543 Econometrics Directed Reading
ECON517 Applied Regional and General Equilibrium Analysis
ECON526 Law and Economics
ECON530 Topics in Development
ECON531 International Trade: Theory and Policy Issues
ECON532 International Finance

Students wishing to specialise in international economics may also major in international management.
Complementary Fields of Study

Economics and Finance

Career: Industry Analysis and Finance Careers

Much of modern finance has grown out of work in economics. Finance graduates with good quantitative skills are also in high demand in the corporate sector. Thus, combining finance and economics as a joint major, or simply including finance papers in a programme with economics is a valuable option.

Some finance papers may be treated as economics papers for the purpose of a major. However, please note that no more than two papers from the following list can be used for the purpose of an economics major.

- FINA311 Corporate Finance
- FINA312 Portfolios and Markets
- FINA313 Capital Markets
- FINA317/417 International Corporate Finance
- FINA506 Finance Theory

It is important to note that a single paper can count towards only one major.

Economics with Mathematics and Statistics in the BMS

Career: Economic Analysts and Research Economists

Both mathematics and statistics complement economics. Students with an interest in these subjects, or with a strong academic record in high school mathematics, are encouraged to consider taking a joint major with economics, or to include some additional mathematics and statistics papers in their degree programmes.

In developing programmes involving mathematics and statistics papers, students should note that:

- For those with more than 65% in Bursary mathematics with statistics or 16 credits in Statistics and Modelling or Mathematics with Calculus at NCEA Level 3, STAT121 may be taken in place of STAT160 as satisfying the requirements for the BMS degree. STAT160 is specifically designed with business applications in mind.
- The paper STAT221 will satisfy the prerequisite requirements for 300 and 400 level papers in place of ECON204 if it is taken along with 100 level calculus and algebra. In this case one of these can also be counted as part of a major in mathematics or a major in economics within the BMS degree.
- Students with 80% or better in Bursary or 16 credits at NCEA Level 3 in Statistics and Modelling or Mathematics with Calculus should see the respective Chairperson of the Department of Mathematics or Statistics to enquire about direct entry into 200 level mathematics or statistics papers. Direct entry substantially increases the flexibility of your degree programme.

The following suggested programme of papers in mathematics and statistics would satisfy the requirements for a major in mathematics and statistics within the BMS degree. This programme not only includes a strong combination of complementary mathematics papers, but includes mainstream statistics papers providing ideal preparation for econometrics papers at 300 level and the graduate level.

- MATH101 Introduction to Calculus
- MATH102 Introduction to Algebra
- MATH251 Multivariable Calculus (half paper)
- MATH252 Introduction to Real Analysis (half paper)
- MATH253 Linear Algebra (half paper)
- MATH254 Algebra (half paper)
- 20 points at Level 200 in either Mathematics or Statistics.
- MATH311 Advanced Calculus
- STAT321 Advanced Data Analysis
- 20 points at 300 level (either STAT322, STAT323, or STAT352)

For students who are more interested in applied statistics and applications, STAT160 followed by STAT221 would represent the ideal paper combination. Even if you are not completing a full major in mathematics or statistics, further papers in these subjects may complement your economics programme.

Law and Economics

Career: Policy Analysts and Commercial Law

Law and economics is a rich and varied field. It will interest students with a background in many areas including law, economics, marketing, politics, and environmental studies.

Law and economics will introduce you to the use of economic reasoning and techniques in the analysis of law and legal issues. This type of analysis is an important skill for economists, particularly in the policy arena. Economic analysis can be used to examine the efficiency and incentive effects of laws and regulations, supplementing the traditional view that legal rules are tools for society to achieve its goals of justice and fairness. Two corresponding law and economics papers are offered at the undergraduate level:

- ECON217 Economics, Law and Policy
- ECON317 Economics, Law and Policy

This paper will suit a wide range of students including those with a limited background in economics.

- ECON202 Microeconomics and Business Economics
- ECON313/413 Economics of Human Resources and Public Policy
- ECON414 Markets, Competition and Organisation
- ECON315/415 Environmental and Natural Resource Economics

Law and economics is also offered at the graduate level:

- ECON526 Law and Economics (half paper)

Students majoring in economics in the LLB may use the definition for a major from either Waikato Management School or the Faculty of Arts and Social Sciences.

International Management in the BMS

Students wishing to specialise in international economics may wish to major in international management.
Economics as a Second Major and as part of Interdisciplinary Programmes

Skills in economic analyses and a more complete understanding of the economic environment complement many other majors, including: accounting, finance, marketing, environmental planning, geography, mathematics and statistics. Economics can also be taken in a number of interdisciplinary programmes, e.g. as:

- Economics and Mathematics in the BCMS, and
- Statistics and Economics in the BSc
- Applied Economics and Finance in the MMS

For further information on the programmes see the Department of Economics.

PhD Supervisors

The following list contains the names of the staff within the Department of Economics who are available to supervise MPhil and PhD students, and the areas in which they offer supervision.

Dr Sayeeda Bano’s main teaching areas are international trade and finance. Her research interests are intra-industry trade including trade in services, balance of payments issues, and economic integration.

Dr Richard Dutu’s main research areas are monetary economics, macroeconomics, and economic history.

Professor Mark Holmes’ main research areas are macroeconomics, economic growth, real estate economics and labour economics.

Professor John Gibson’s teaching and research interests are in microeconomics and in the microeconometric aspects of development, labour and the international economy, poverty analysis and panel econometrics.

Dr Steven Lim’s research interests include transitional economies and East Asian economies, in particular China’s economic reforms. He currently has graduate students working on HIV/AIDS and landmine research.

Dr Dan Marsh’s research interests include environmental and natural resource economics, biotechnology and innovation.

Professor Phillip McCann’s current research interests include regional economics, industrial organisation and labour economics.

Professor Ric Scarpa’s research interests are in the areas of environmental economics, natural resource economics and economic modelling.

Professor Frank Scrimgeour’s current research focuses on environmental and natural resource economics.

Dr Anna Strutt’s teaching and research interests include law and economics, CGE modelling and international trade policy reform, including the effects on poverty and the natural environment.

Associate Professor John Tressler’s major teaching and research interests are in microeconomics. In particular he is interested in industrial economics and economic theory that deals with the impact of uncertainty, and risk of economic decisions.
Paper Details for 2008

For descriptions of FINA (Finance) papers please refer to the relevant area of study.

**ECON100-08S (HAM), 08A (HAM), 08A (SEC), 08B (HAM)**

**Business Economics and the New Zealand Economy**
(Points: 15)
An introduction to the analysis of market environments and the New Zealand economy from a business and policy perspective.

For Semester 08A (HAM) and 08A (SEC)
Convenor: Dr Steven Lim
Internal assessment/Exam ratio: 1:1

For Semester 08B (HAM)
Convenor: Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:1

For Semester 08S (HAM)
Convenor: Mr Michael Cameron
Internal assessment/Exam ratio: 1:1

Note: The JT Ward Prize in Economics is awarded to the top student of the year in this paper.

This paper is limited to 400 students per semester selected by the Chairperson of Economics in order of application to enrol.

**ECON110-08B (HAM), 08B (SEC)**

**Economics, Media and Society**
(Points: 15)
An introduction to the analysis of social issues from an economics perspective.

**Aim:** To introduce students to key economic models and techniques of social and economic policy analysis, and to develop critical thinking skills in economics.

**Content:** A range of social policy topics are considered including intellectual property, information and media, the environment and natural resources, trade and globalisation, education, and health. These topics are explored using relevant theory and developed with the aid of numerous case studies.

Convenor: Mr Michael Cameron
Internal assessment/Exam ratio: 1:1

**ECON200-08A (HAM), 08A (TGA), 08B (HAM), 08B (TAI), 08B (TGA), 08B (WIT)**

**Macroeconomics and the Global Economy**
(Points: 20)
An analysis of the overall performance of the national economy, the role of macroeconomic policy, and the interactions with the global economy.

**Aim:** To help students develop an understanding of the interrelationships between macroeconomic variables: the determinants of long-term growth, short-term economic fluctuations and unemployment; how monetary policy affects interest rates, prices and inflation; and the interactions with other nations via trade balance, net foreign investment and exchange rate effects.

For Semester 08A (HAM) and 08A (TGA) and 08B (HAM) and 08B (TAI) and 08B (TGA) and 08B (WIT)
Convenor: Dr Richard Dutu
Internal assessment/Exam ratio: 1:1

For Semester 08B (TGA)
Convenors: Dr Richard Dutu, Dr Anne Zahra
Internal assessment/Exam ratio: 1:1

Prerequisites: either ECON100, ECON110, or 20 credits at Level 3 in NCEA Economics, and the permission of the Chairperson of Department

Note: The Bill & Joan Flower Trust Prize in Global Economics is awarded to the top student of the year in this paper.

For this paper, (TGA) (TAI) (WIT) offerings, are only available for students studying at the relevant polytechnic or institute of technology.

**ECON202-08S (HAM), 08A (HAM)**

**Microeconomics and Business Economics**
(Points: 20)
Aim: To develop the ability of students to use microeconomics to analyse economic problems of relevance to businesses and to public sector decision makers.

**Content:** An approach for studying choice is developed using the concept of a "rational" decision as a base to consider individuals, markets and policy. This approach has a wide range of applications in many areas in which choice is central.

For example: pricing, forecasting demand, the welfare effects of economic change, cost of living indices, the impact of taxes and subsidies, savings and investment decisions, decisions involving risk and imperfect information, efficient contracts and organisations, incentives, strategic competition, the pricing and use of exhaustible and renewable resources and environmental policy.

For Semester 08A (HAM)
Convenor: Prof Philip McCann
Internal assessment/Exam ratio: 1:1

For Semester 08S (HAM)
Convenor: Dr Pam Kaval
Internal assessment/Exam ratio: 1:0

Prerequisites: either ECON100, ECON110, or 20 credits at Level 3 in NCEA Economics, and the permission of the Chairperson of Department

Note: The Foundation Professor's Prize in Economics is awarded to the top student of the year in this paper.
**ECON204-08S (HAM), 08B (HAM)**

**Quantitative Methods for Economics and Finance**

(Points: 20)

**Aim:** To provide students with a knowledge of quantitative techniques with particular reference to their use and application in economics and finance.

**Content:** The main focus is on regression analysis, optimisation and dynamic analysis. Emphasis is on applications. Computer based workshops are held weekly as an aid to understanding and to apply the theoretical techniques introduced in lectures. Students are expected to know basic mathematical techniques. Excel will be used.

This course is strongly recommended for students majoring in finance.

**For Semester 08B (HAM)**

Convenor: Mrs Bridget Daldy

Internal assessment/Exam ratio: 1:1

**For Semester 08S (HAM)**

Convenor: Mrs Bridget Daldy

Internal assessment/Exam ratio: 1:0

Prerequisites: either ECON100 or ECON110, and either STAT160 or 55% or more in a Bursary Mathematics paper or 16 credits at Level 3 in NCEA Mathematics with Calculus or Statistics and Modelling

Restrictions: STAT221

Note: The Frankton Te Rapa Jaycees Prize in Economics is awarded to the top student of the year in this paper.

---

**ECON217-08A (HAM)**

**Economics, Law and Policy**

(Points: 20)

**Aim:** To introduce students to the application of economic reasoning and techniques in the study of policy issues in law.

**Content:** The economic analysis of law involves the application of economic reasoning and techniques to policy issues in various legal areas including property law, contracts, tort law, and criminal law. The paper will analyse legal rules and policies in terms of their costs and benefits and their effects on individual behaviour.

Convenor: Dr Dan Marsh

Internal assessment/Exam ratio: 1:1

Prerequisites: ECON100 or ECON110

Restrictions: ECON317

---

**ECON236-08B (HAM)**

**Comparative Economic Performance**

(Points: 20)

An introduction to essential issues in the global economic environment. This paper takes a broad approach in comparing economic systems and combines economic theory, real life examples and topical case studies to analyse economic policy issues.

Convenor: Dr Sayeeda Bano

Internal assessment/Exam ratio: 1:1

Prerequisites: ECON100, ECON110 or 30 points at 100 level

Restrictions: ECON336

---

**ECON301-08B (HAM)**

**Monetary and Macroeconomics**

(Points: 20)

**Aim:** To enable students to appreciate the main long and short run macroeconomic models for both open and closed economies.

Convenor: Mr Brian Silverstone

Internal assessment/Exam ratio: 1:1

Prerequisites: ECON200

Restrictions: ECON201, ECON401 and ECON541

---

**ECON304-08A (HAM)**

**Econometrics**

(Points: 20)

**Aim:** To provide the basic econometric skills essential for students pursuing careers as professional economists and careers in the financial sector.

**Content:** The more common statistical methods of estimation used in quantitative economics. Practical applications are emphasised. The computer package used in this paper is EViews. Computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.

Convenor: Prof Riccardo Scarpa

Internal assessment/Exam ratio: 1:0

Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics

Restrictions: ECON404 and ECON543

---

**ECON306-08A (HAM)**

**International Trade and Finance**

(Points: 20)

**Aim:** To provide a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues.

**Content:** Theories of comparative advantage, distribution of income and gains from trade, new theories of international trade, the theory of trade policy, developments in the international trading system and New Zealand trade policy, the World Trade Organisation (WTO) and future implications on the development of world trade, monitoring aspects of international economic relations, the balance of payments adjustment mechanisms and foreign exchange markets.

Convenor: Dr Sayeeda Bano

Internal assessment/Exam ratio: 1:1

Prerequisites: ECON100 or ECON110

Restrictions: ECON406

Note: The Brendan Thompson Prize is awarded to the top student of the year in this paper or ECON406 International Trade and Finance.
ECON308-08B (HAM)
Managerial Economics and Strategy
(Points: 20)
Aim: This paper is fundamental to the business economics major in economics. A corporate or business analyst must be familiar with economic theory relevant to strategy and decision making in the modern corporation.
Content: Review of multiple regression analysis using examples from marketing and investment decision making, utility theory and decision making under uncertainty, the role and value of information in decision making, game theory and managerial implications for strategic decision making, and case studies on strategic decision making in modern corporations.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics
Restrictions: ECON408

ECON313-08A (HAM)
Economics of Human Resources and Public Policy
(Points: 20)
This paper covers both the economics of human resources and the economics of public policy. Topics include labour demand and supply, human capital and earnings, labour market issues, welfare economics, public choice theory and cost benefit analysis.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100
Restrictions: ECON408

ECON314-08B (HAM)
Markets, Competition and Organisation
(Points: 20)
This paper considers the application of economic analysis to the study of business organisation and strategy, the nature of competition in markets, competition policy and the regulation of markets. Topics include: the nature of businesses and the costs of production, competitive and contestable market environments, monopolised markets and collusion, strategic competition in markets, product differentiation, competition policy and regulation in New Zealand, business organisation and co-ordination problems within firms.
Convenor: Prof Philip McCann
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202 or ECON217
Restrictions: ECON413

ECON315-08B (HAM)
Environmental and Natural Resource Economics
(Points: 20)
Aim: To develop the ability of students to use economic theory to analyse issues in the management of natural resources and the environment.
Content: An examination of the economics of resource use, pollution control and the conservation of the environment including practical applications.
Convenor: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100
Restrictions: ECON415
Note: The Bill & Joan Flower Trust Prize in Environmental Economics is awarded to the top student of the year in this paper.

ECON316-08A (HAM)
Dimensions of Sustainability
(Points: 20)
An examination of the economic, social and environmental dimensions of sustainable development.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110

ECON317-08A (HAM)
Economics, Law and Policy
(Points: 20)
Aim: To introduce students to the application of economic reasoning and techniques in the study of policy issues in law.
Content: The economic analysis of law involves the application of economic reasoning and techniques to policy issues in various legal areas including property law, contracts, tort law and criminal law. The paper will analyse legal rules and policies in terms of their costs and benefits and their effects on individual behaviour.
Convenor: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110

ECON318-08A (HAM)
Economics of Electronic Commerce and Networks
(Points: 20)
Aim: To apply economic ideas and techniques to develop business strategy and help decision making in electronic markets.
Content: The paper will cover business applications in internet commerce relating to new technologies, information, pricing and market structure. Case studies will support the theory and highlight important developments in e-commerce.
The paper will review the implications of the information/network economy for the concepts of "lock-in", economies of scale, alliance building and other strategic considerations.
Convenor: Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100
Restrictions: ECON418
### ECON319-08S (HAM)
**China’s Economic Development**  
(Points: 20)  
This paper provides an introductory survey of economic development in China. With emphasis on understanding the process of reform during the past 20 years.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  

### ECON336-08B (HAM)
**Comparative Economic Performance**  
(Points: 20)  
An introduction to essential issues in the global economic environment. This paper takes a broad approach in comparing economic systems and combines economic theory, real life examples and topical case studies to analyse economic policy issues.  
Convenor: Dr Sayeeda Bano  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100, ECON110 or 30 points at 100 level  

### ECON390-08S (HAM), 08A (HAM), 08B (HAM)
**Directed Study**  
(Points: 20)  
Topic to be advised  
**For Semester 08A (HAM)**  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
**For Semester 08B (HAM) and 08S (HAM)**  
Convenor: Dr Dan Marsh  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON100 and the permission of the Chairperson of Department  
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.  

### ECON399-08B (HAM)
**Applied Project in Economics**  
(Points: 20)  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Prerequisites: Entry is at the discretion of the Chairperson of Department  
Restrictions: ACCT399 and FINA399  
Note: This paper is only available to students enrolled in the BBA(Fin).  

### ECON401-08B (HAM)
**Monetary and Macroeconomics**  
(Points: 20)  
**Aim:** To enable students to appreciate the main long and short run macroeconomic models for both open and closed economies.  
Convenor: Mr Brian Silverstone  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON200  
Restrictions: ECON201, ECON301 and ECON541  

### ECON404-08A (HAM)
**Econometrics**  
(Points: 20)  
**Aim:** To provide the basic econometric skills essential for students pursuing careers as professional economists and careers in the financial sector.  
Content: The more common statistical methods of estimation used in quantitative economics. Practical applications are emphasised. The computer package used in this paper is EViews. Computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.  
Convenor: Prof Riccardo Scarpa  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics  
Restrictions: ECON304 and ECON543  

### ECON406-08A (HAM)
**International Trade and Finance**  
(Points: 20)  
**Aim:** To provide a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues.  
Content: Theories of comparative advantage, distribution of income and gains from trade, new theories of international trade, the theory of trade policy, developments in the international trading system and New Zealand trade policy, the World Trade Organisation (WTO) and future implications on the development of world trade, monitoring aspects of international economic relations, the balance of payments adjustment mechanisms and foreign exchange markets.  
Convenor: Dr Sayeeda Bano  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100 or ECON110  
Restrictions: ECON306  
Note: The Brendan Thompson Prize is awarded to the top student of the year in this paper or ECON306 International Trade and Finance.  

### ECON408-08B (HAM)
**Managerial Economics and Strategy**  
(Points: 20)  
**Aim:** This paper is fundamental to the business economics major in economics. A corporate or business analyst must be familiar with economic theory relevant to strategy and decision making in the modern corporation.  
Content: Review of multiple regression analysis using examples from marketing and investment decision making, utility theory and decision making under uncertainty, the role and value of information in decision making, game theory and managerial implications for strategic decision making, and case studies on strategic decision making in modern corporations.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics  
Restrictions: ECON308
**ECON413-08A (HAM)**

**Economics of Human Resources and Public Policy**  
(Points: 20)  
For details see Economics ECON313. Additional work will be prescribed.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100  
Restrictions: ECON313

**ECON414-08B (HAM)**

**Markets, Competition and Organisation**  
(Points: 20)  
This paper considers the application of economic analysis to the study of business organisation and strategy, the nature of competition in markets, competition policy and the regulation of markets. Topics include: the nature of businesses and the costs of production, competitive and contestable market environments, monopolised markets and collusion, strategic competition in markets, product differentiation, competition policy and regulation in New Zealand, business organisation and co-ordination problems within firms.  
Convenor: Prof Philip McCann  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON202 or ECON217  
Restrictions: ECON314

**ECON415-08B (HAM)**

**Environmental and Natural Resource Economics**  
(Points: 20)  
**Aim:** To develop the ability of students to use economic theory to analyse issues in the management of natural resources and the environment.  
**Content:** An examination of the economics of resource use, pollution control and the conservation of the environment including practical applications.  
Convenor: Dr Dan Marsh  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100  
Restrictions: ECON315

**ECON416-08A (HAM)**

**Dimensions of Sustainability**  
(Points: 20)  
An examination of the economic, social and environmental and dimensions of sustainability development.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100 or ECON110

**ECON418-08A (HAM)**

**Economics of Electronic Commerce and Networks**  
(Points: 20)  
Convenor: Dr Steven Lim  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON100  
Restrictions: ECON318

**ECON419-08S (HAM)**

**China's Economic Development**  
(Points: 20)  
This paper provides an introductory survey of economic development in China. With emphasis on understanding the process of reform during the past 20 years.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0

**ECON499-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)**

**Report of an Investigation**  
(Points: 20)  
BMS students are required to undertake an economic investigation in an organisation outside the university (e.g. a firm or government department) and report their findings. Ideally the problem investigated will involve economic methodology and techniques studied at the undergraduate level. In some cases students can undertake an investigation within the university using library resources.  
Full details about this paper are in the 499 Paper Outline which is available on the 499 website.  
Convenor: Mrs Bridget Daldy  
Internal assessment/Exam ratio: 1:0  
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study  
Restrictions: ECON599

**ECON501-08B (HAM)**

**Macroeconomic Analysis**  
(Points: 30)  
This paper covers selected aspects of macroeconomic theory, policy and evidence. Most of the topics are centred directly or indirectly on a stylised production function. They include economic growth, business cycles, employment, rational expectations, money and price behaviour and economic policy.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:1  
Prerequisites: either ECON301, ECON401, ECON541, or at least 40 points at 300 level or above in Economics

**MNGT501-08S (HAM)**

**Research Methods in Management Studies**  
(Points: 30)  
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.  
Convenor: Prof Ian Eggleton  
Internal assessment/Exam ratio: 1:0  
Restrictions: ECON544, MKTG507, MSYS551 and, TOMG506  
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol. Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
ECON502-08A (HAM)

Microeconomic Analysis
(Points: 30)
Aim: To develop core skills in theoretical microeconomic analysis. These skills are essential both in undertaking research and to provide access to much of the journal literature in economics.

Content: The paper is comprehensive, covering the traditional mainline areas of consumer theory, risk and information economics, the economics of production and costs, the theory of the firm and of markets, and general equilibrium theory. Key mathematical concepts will be developed or reviewed. Applications and more advanced topics will be considered on a more ad hoc basis.

Convenor: AProf John Tressler
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202 and either ECON204 or at least 40 points at 300 level or above in Economics
Restrictions: ECON542

ECON504-08B (HAM)

Econometric Analysis
(Points: 30)
The purpose of this paper is to provide students with theoretical skills in econometrics that should enable them to carry out a wide range of applied economic analyses. Topics covered are: maximum likelihood estimation; generalised method of moments estimation; discrete choice models; limited dependent variable models; econometric issues for panel and survey data; cointegration; rational expectations models; systems of regression equations.

Convenor: Prof Mark Holmes
Internal assessment/Exam ratio: 1:0
Prerequisites: either ECON304, ECON404, ECON543, or equivalent

ECON517-08A (HAM)

Applied Regional and General Equilibrium Analysis
(Points: 30)
Aim: To provide a conceptual framework for looking at a wide range of issues from regional, economy-wide and global perspectives.

Content: The computable general equilibrium section of the paper will focus on global trade modelling. Students will have the opportunity to use real-world data and sophisticated computer models in their assignments. The regional analysis section will focus on spatial economic issues which have direct policy implications within New Zealand. Students will deal with real policy decisions and dilemmas faced by the NZ regional economic planning authorities.

Convenor: Dr Anna Strutt, Prof Philip McCann
Internal assessment/Exam ratio: 1:0
Prerequisites: either ECON304, ECON404, ECON543, or equivalent

ECON528-08A (HAM)

Econometric Topics: Forecasting and Finance
(Points: 15)
This module provides students with theoretical and practical skills in econometrics that should enable them to carry out a wide range of applied analyses involving finance and economics. The focus of this paper is on the use of time-series data. The topics covered include unit root and cointegration testing, ARIMA modelling, GARCH modeling, regime-switching models, principal components analysis, nonlinearities and asymmetries.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204

ECON530-08B (HAM)

Topics in Development Economics
(Points: 15)
This module applies economic analysis to current issues in development economics. It presents theoretical and applied techniques to investigate the evolution of developing economies, trade liberalisation impacts and poverty alleviation strategies, as well as a range of selected macro and microeconomic topics.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0

ECON531-08B (HAM)

International Trade: Theory and Policy Issues
(Points: 15)
This module analyses international trade theory, policy and evidence in the contemporary world environment. Topics covered include positive and normative theories of international trade, the theory of trade policy, effective protection, customs unions and the new world economic order.

Convenor: Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202 or at least 40 points at 300 level or above in Economics

ECON532-08B (HAM)

International Finance
(Points: 15)
This module provides a systematic analysis of financial relationships among nations and related policy issues. Topics to be discussed include the foreign exchange market, exchange rate determination, the balance of payments, the international monetary system and adjustment and policy co-ordination.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 and at least 40 points at 300 level or above in Economics and/or Finance
**ECON534-08B (HAM)**

**Financial Economics**  
(Points: 15)  
This module reviews the economic value added (EVA) approach to firm management. The axiomatic approach to choice under uncertainty is reviewed together with the latest research evidence in this area. Other topics to be covered include stochastic dominance theory, measuring hedge fund performance and the real options approach to investment planning. Implications for applied problems, such as portfolio theory, will also be highlighted.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON204. This paper may only be taken with the permission of the Chairperson of Department.

**ECON538-08A (HAM)**

**Natural Resource Economics**  
(Points: 15)  
This module develops techniques for the economic analysis of natural resources. The emphasis will be on an appropriate analysis for public policy which takes account of relevant commercial and environmental factors.  
Convenor: Prof Riccardo Scarpa  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON202 or at least 40 points at 300 level or above in Economics

**ECON541-08B (HAM)**

**Macroeconomics: Directed Reading**  
(Points: 15)  
**Aim:** An introductory graduate module for students who are enrolled for master's degrees or postgraduate diplomas and who have not completed an upper level paper in macroeconomics. Although it is a directed reading paper, students are expected to attend the classes in ECON301/ECON401 Monetary and Macroeconomics as a basis for their reading.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON202 or at least 40 points at 300 level or above in Economics

**ECON542-08A (HAM)**

**Microeconomics: Directed Reading**  
(Points: 15)  
**Aim:** An introductory graduate module in core microeconomic theory for students who have not included an advanced paper in microeconomics in their undergraduate degree. This module acquaints students with the techniques of modern positive economics and to the critical evaluation of core economic theory.  
**Content:** Economic methodology, elementary mathematical economics, consumer theory, the economics of uncertainty and information, production and costs, an introduction to game theory, the theory of markets, general equilibrium theory and recent advances in microeconomic theory and its application.  
Convenor: AProf John Tressler  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON202 and either ECON204 or at least 40 points at 300 level or above in Economics  
Restrictions: ECON502

**ECON543-08A (HAM)**

**Econometrics: Directed Reading**  
(Points: 15)  
**Aim:** An introductory graduate model in econometrics for students who have not included an advanced paper in econometrics in their undergraduate degree.  
**Content:** Multiple regression, model specification, multicollinearity and dummy variables, heteroscedasticity, serial correlation, dynamic models, forecasting.  
Convenor: Prof Riccardo Scarpa  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON204 or equivalent and at least 40 points at 300 level or above in Economics and/or Finance  
Restrictions: ECON304 and ECON404

**ECON544-08A (HAM)**

**Research Methods in Economics and Finance**  
(Points: 15)  
The half paper considers methodology and research methods in economics and finance. It is designed for graduate students who are required to undertake research in these subjects as part of their programme and/or those who will undertake research in economics or finance as part of their professional careers.  
Convenor: Dr Steven Lim  
Internal assessment/Exam ratio: 1:0  
Prerequisites: 60 points at 300 level or above in Economics or Finance

**ECON589-08S (HAM), 08A (HAM), 08B (HAM)**

**Directed Study**  
(Points: 15)  
A Directed Research Project involves a directed inquiry written up as a research report. A supervisor is appointed to oversee the research. A student is enrolled in this course where the research project is of a type that would not normally be undertaken for a dissertation or a thesis. It might, for example, be a project undertaken for an external organisation or be an extended case study.  
Convenor: Dr Anna Strutt  
Internal assessment/Exam ratio: 1:0

**ECON590-08S (HAM), 08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)**

**Directed Study**  
(Points: 30)  
Convenor: Dr Anna Strutt  
Internal assessment/Exam ratio: 1:0  
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**ECON591-08C (HAM)**

**Economics Dissertation**  
(Points: 30)  
Convenor: Dr Anna Strutt  
Internal assessment/Exam ratio: 1:0  
Note: The Guidelines for Research Course form must be approved by the department's Graduate Convenor prior to enrolment in this paper.
ECON592-08C (HAM)
Economics Dissertation
(Points: 60)
Students enrolling in this paper should have a B+ grade average or better.
Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ECON593-08C (HAM)
Economics Thesis
(Points: 90)
Students enrolling in this paper should have a B+ grade average or better.
Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ECON594-08C (HAM)
Economics Thesis
(Points: 120)
Students enrolling in this paper should have a B+ grade average or better.
Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ECON599-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)
Report of an Investigation
(Points: 30)
BMS students are required to undertake an economic investigation in an organisation outside the university (e.g. a firm or government department) and report their findings. Ideally the problem investigated will involve economic methodology and techniques studied at the undergraduate level. In some cases students can undertake an investigation within the university using library resources.
Full details about this paper are in the 599 Paper Outline which is available on the 499 website.
Convenor: Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restrictions: ECON499
Electronic Commerce

Interests
- Electronic Commerce Technology
- Electronic Commerce Systems
- Supply Chain Management
- Electronic Communication

Careers
- Ecommerce Entrepreneur
- Electronic Commerce Consultant
- Website Developer
- Internet Security Analyst
- Implementation Consultant
- Web Systems Programmer
- Ecommerce Marketing Manager

Employers
- International Companies
- Small Private Companies
- Self Employed
- International Consulting Firms
- Regional and District Councils and Government Departments
- Universities, Polytechnics and Research organisations

Why choose Electronic Commerce?
Electronic Commerce, or ecommerce as it is often called, is the use of computers and electronic networks to conduct business over the internet or another electronic network. Electronic commerce is not restricted to large multinational companies. Perhaps the greatest advantage of electronic commerce for smaller companies is “global reach” – the ability to immediately access world markets. Business-to-business electronic commerce provides significant cost reductions and the ability to strengthen relationships with external organisations. Electronic Commerce is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Electronic Commerce as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include Accounting, Computer Science, Economics, Finance, International Management, Management Communication, Management Systems and Marketing.

Contacts for Electronic Commerce
Management Student Centre Staff
- MSC ext. 4303 msc@mngt.waikato.ac.nz

Professor Bob McQueen – BECom Qualification Convenor
- MSB.G.05 ext. 4126 bmcqueen@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BECom</th>
<th>BECom (Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradDipECom</th>
<th>PGCertECom</th>
<th>PGDipECom</th>
<th>MECom</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>COMP219</td>
<td>A</td>
<td>Database Practice and Experience</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>COMP233</td>
<td>B</td>
<td>Internet Applications</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA202</td>
<td>B</td>
<td>Electronic Finance</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS212</td>
<td>S B</td>
<td>Information Technology in Organisations</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS219</td>
<td>C</td>
<td>Electronic Commerce Industry Experience</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS221</td>
<td>A B</td>
<td>Electronic Commerce Overview</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>ACCT324</td>
<td>A B</td>
<td>Legal Issues in E-Commerce</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>COMP321</td>
<td>A</td>
<td>Practical Data Mining</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>COMP333</td>
<td>A</td>
<td>Web Applications Development</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON318</td>
<td>A</td>
<td>Economics of Electronic Commerce and Networks</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM337</td>
<td>B</td>
<td>Advertising, Branding and Identity.com</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS321</td>
<td>B</td>
<td>Electronic Commerce Systems Infrastructure</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS351</td>
<td>A</td>
<td>Management Information Systems</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS358</td>
<td>A</td>
<td>ERP and Software Project Management</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG324</td>
<td>B</td>
<td>Entrepreneurship and Innovation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG346</td>
<td>A</td>
<td>Electronic Commerce: Competing on the Edge</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MSYS457</td>
<td>A</td>
<td>Electronic Business Startups</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG424</td>
<td>B</td>
<td>Entrepreneurship and Innovation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>ACCT513</td>
<td>B</td>
<td>Virtual Accounting Systems</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON528</td>
<td>A</td>
<td>Econometric Topics: Forecasting and Finance</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON534</td>
<td>B</td>
<td>Financial Economics</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA511</td>
<td>A</td>
<td>Advanced Corporate Finance</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA512</td>
<td>B</td>
<td>Investments and Portfolios</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM585</td>
<td>A</td>
<td>Corporate Public Relations</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG552</td>
<td>A</td>
<td>Advanced Advertising Strategy</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS555</td>
<td>A</td>
<td>Strategic Information Systems</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS556</td>
<td>B</td>
<td>E-Business Technologies and Theories</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS577</td>
<td>B</td>
<td>E-Enabled Agile Supply Chains</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS591</td>
<td>C</td>
<td>Management Systems Dissertation</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS592</td>
<td>C</td>
<td>Management Systems Dissertation</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG501</td>
<td>S</td>
<td>Global Business: Strategic Marketing and Management</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG512</td>
<td>B</td>
<td>Strategic Innovation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG524</td>
<td>B</td>
<td>Entrepreneurship, Theory and Practice</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Qualification and Specific Subject Requirements**

**Bachelor of Electronic Commerce (BECom)**

**Electronic Commerce**

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table. You must include the following papers:

- COMP219 Database Practice and Experience
- MSYS212 Information Technology in Organisations
- ACCT324 Legal Issues in E-Commerce
- STMG346 Electronic Commerce: Competing on the Edge

and a further 40 points from the following list of electives:

- COMP233 Internet Applications
- FINA202 Electronic Finance
- MSYS219 Electronic Commerce Industry Experience
- MSYS221 Electronic Commerce Overview
- COMP321 Practical Data Mining
- COMP333 Web Applications Development
- ECON318 Economics of Electronic commerce and Networks
- STMG324 Entrepreneurship and Innovation
- MSYS321 Electronic Commerce Systems Infrastructure
- MCOM337 Advertising, Branding and Identity.com
- MSYS351 Management Information Systems

**Bachelor of Electronic Commerce with Honours (BECom(Hons))**

**Requirements**

120 points at 500 level. Available papers are listed in the above table. You must include the following papers:

- MSYS551 Management Systems Research
- MSYS591 Dissertation (or a 591 paper from another department)

and a further 60 points from the following list of electives:

- ACCT513 Virtual Accounting Systems
- ECONS28 Econometric Topics: Forecasting and Finance
- ECONS34 Financial Economics
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- MCOM585 Corporate Public Relations
- MCOMS86 Communication & Technology
- MKTG552 Advanced Advertising Strategy
- MSYS511 Creating and Managing Organisational Knowledge and Learning
- MSYS555 Strategic Information Systems
- MSYS556 E-Business Technologies and Theories
- MSYS577 E-Enabled Agile Supply Chains
- STMG501 Global Business: Strategic Marketing and Management
- STMG512 Strategic Innovation
- STMG524 Entrepreneurship, Theory and Practice

The Qualification Convenor may approve substitutions of papers from the list of possible electives.

**Second Major for other degrees**

**Electronic Commerce**

Students who are not enrolled in the above qualification may still take Electronic Commerce as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table. You must include the following papers:

- COMP219 Database Practice and Experience
- MSYS212 Information Technology in Organisations
Graduate Diploma in Electronic Commerce (GradDip(ECom))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table. You must include the following papers:
- FINA202 Electronic Finance
- MSYS221 Electronic Commerce Overview
- ACCT324 Legal Issues in E-Commerce
- MCOM337 Advertising, Branding and Identity.com
- STMG346 Competing on the Edge
and 20 points from the following list of electives:
- MSYS321 Electronic Commerce Systems Infrastructure
- MSYS351 Management Information Systems
- MSYS324/424 Entrepreneurship and Innovation
It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate in Electronic Commerce (PGCert(ECom))

Requirements
60 points at 500 level. Available papers are listed in the above table. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in Electronic Commerce (PGDip(ECom))

Requirements
120 points at 500 level. Available papers are listed in the above table. You must include the following papers:
- MSYS551 Management Systems Research
- MSYS591 Dissertation
and 60 points from the following list of electives:
- ACCT513 Virtual Accounting Systems
- ECN528 Econometric Topics: Forecasting and Finance
- ECN534 Financial Economics
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- MCOM585 Corporate Public Relations
- MCOM586 Communication & Technology
- MKTG552 Advanced Advertising Strategy
- MSYS511 Creating and Managing Organisational Knowledge and Learning
- MSYS555 Strategic Information Systems
- MSYS556 E-Business Technologies and Theories
- MSYS577 E-Enabled Agile Supply Chains
- STMG501 Global Business: Strategic Marketing and Management
- STMG512 Strategic Innovation
It is possible to take 30 points from outside the subject with the permission of the Department's Graduate Convenor. The Qualification Convenor may approve substitutions of papers from the list of possible electives.

### Master of Electronic Commerce (MECom)

#### Requirements
120 points at 500 level.

The following paper is compulsory:
- **MSYS592 Dissertation (60 points)** (or its equivalent in another subject area)

and 60 points from the following list below:
- **ACCT513 Virtual Accounting Systems**
- **ECON528 Econometric Topics: Forecasting and Finance**
- **ECON534 Financial Economics**
- **FINA511 Advanced Corporate Finance**
- **FINA512 Investments and Portfolios**
- **MCOM585 Corporate Public Relations**
- **MCOM586 Communication & Technology**
- **MKTG552 Advanced Advertising Strategy**
- **MSYS511 Creating and Managing Organisational Knowledge and Learning**
- **MSYS555 Strategic Information Systems**
- **MSYS556 E-Business Technologies**
- **MSYS577 E-Enabled Agile Supply Chains**
- **STMG501 Global Business: Strategic Marketing and Management**
- **STMG512 Strategic Innovation**
- **STMG524 Entrepreneurship, Theory and Practice**

The Qualification Convenor may approve substitutions of papers from the list of possible electives.

Please note that if a student fails a paper then he or she may repeat the paper once or take an alternative paper. A Student who fails more than one paper will not be permitted to proceed with the degree.

### Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

PhDs in electronic commerce can be arranged with a supervisor in one of a number of subject areas. The qualification convenor of the electronic commerce set of qualifications is Professor Bob McQueen. An initial discussion with him would be the first step in investigating possible topic areas and supervisors for a PhD in electronic commerce.

Dr Hyung Jun Ahn’s main research interests include intelligent and advanced information technologies that are used for solving business and management problems. He has recently focused on intelligent agent systems and advanced web technologies such as Semantic Web and Web services which are believed to have great potential for the second wave of e-business revolution. The target application areas of his research involve supply chain management, knowledge management, and product recommendation in online shopping malls.

Professor Jim Corner has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, decision support systems and descriptive decision making in a managerial context. Topics researched by his current PhD students include environmental policy and decision making, the impact of questioning in knowledge transfer, and competitive advantage in techno-savvy organisations. He is well versed in the variety of research methods available.

Dr Eric Deakins’ main research interests are in the areas of business information systems and processes, electronic business/government and supply chain management. A range of topics include information systems alignment; supply chain integration; dot.com innovation management and e-government sophistication metrics. He is well versed in a number of research methods.

Dr Stuart Dillon has a research background in managerial and executive decision making and problem structuring with an emphasis on descriptive behaviour. Current research also focuses on the manner by which strategic decisions are made in organisations. He is also involved in ongoing research concerned with the sophistication of e-local government. Much of Stuart’s research is qualitative and he has a particular interest in interpretive approaches.

Professor Bob McQueen’s research interests include groupware, knowledge management, electronic commerce and machine learning. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, and agreement in computer mediated groups. Current PhD students are investigating alignment between websites and business strategy, adoption of Internet banking, groupware and virtual entrepreneurship support, and electronic commerce adoption in government.

Paper Details for 2008

For descriptions of ACCT (Accounting), ECON (Economics), FINA (Finance), MCOM (Management Communication), MKTG (Marketing), MSYS (Management Systems), STMG (Strategic Management) papers please refer to the relevant area of study. For descriptions of COMP papers please refer to the School of Computing and Mathematical Sciences.
Entrepreneurship and Innovation

Interests
• Business Enterprise
• Entrepreneurial Innovation
• Venture Capital
• Consultation

Careers
• Business Entrepreneur
• Entrepreneurial Innovator
• Venture Capitalist Consultant

Why choose Entrepreneurship and Innovation?
Our Graduate and Postgraduate Diplomas in Entrepreneurship and Innovation are relevant to those with existing qualifications and experience in entrepreneurial businesses, or the area of venture capital. For people not interested in working for someone else, these diplomas give you the skills to take on an entrepreneurial role, look at niche opportunities and extract value from untapped areas. They also teach business skills and how to use and apply these to all aspects of developing a business. This goes from the business planning and development stage through to setting up and maintaining business momentum.

Contacts for Entrepreneurship and Innovation
Bobbie Wisneski – Undergraduate/Graduate Advisor
MSB4.09 ext.4195 bobbie@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>GradDipEntreInn</th>
<th>PGDipEntreInn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>STMG222</td>
<td>A</td>
<td>Net Ready: Navigating the Competitive Landscape</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG285</td>
<td>B</td>
<td>Strategy for Enterprise</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>3</td>
<td>ACCT322</td>
<td>B</td>
<td>Law of Business Enterprises</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG311</td>
<td>A</td>
<td>The International Business Environment</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG330</td>
<td>B</td>
<td>Management Technology and Organisation</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG344</td>
<td>A</td>
<td>Business, Government and Society</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG346</td>
<td>A</td>
<td>Electronic Commerce: Competing on the Edge</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG385</td>
<td>B</td>
<td>Strategy for Enterprise</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG391</td>
<td>S A B</td>
<td>Strategic Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG301</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>4</td>
<td>FINA403</td>
<td>A</td>
<td>Small Business Finance</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG424</td>
<td>B</td>
<td>Entrepreneurship and Innovation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>ACCT507</td>
<td>A</td>
<td>Accounting, Sustainability and a Changing Environment</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG501</td>
<td>S</td>
<td>Global Business: Strategic Marketing and Management</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG512</td>
<td>B</td>
<td>Strategic Innovation</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG524</td>
<td>B</td>
<td>Entrepreneurship, Theory and Practice</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG555</td>
<td>A</td>
<td>Foundations of Strategy and Organisation</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG588</td>
<td>A</td>
<td>International Business Strategy</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG505</td>
<td>B</td>
<td>Tourism and Hospitality Enterprises</td>
<td></td>
<td>✔</td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

**Graduate Diploma in Entrepreneurship and Innovation (GradDip(Entre&Inn))**

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
- STMG424 Entrepreneurship and Innovation
- and either STMG346 Competing on the Edge or STMG391 Strategic Management
- and a further 80 points from the following list of electives:
  - STMG222 Net Ready: Navigating the Competitive Landscape
  - STMG285 Strategy for Enterprise
  - ACCT322 Law of Business Enterprises
  - STMG311 The International Business Environment
  - STMG330 Management, Technology and Organisations
  - STMG344 Business, Government and Society
  - STMG385 Strategy for Enterprise
  - TOMG301 Entrepreneurship in Tourism and Hospitality
  - FINA403 Small Business Finance
Other papers may be chosen as an elective at the discretion of the Department's Graduate Convenor.
It is possible to take up to 40 points from outside the subject with the permission of the Department's Graduate Convenor.

**Postgraduate Diploma in Entrepreneurship and Innovation (PGDip(Entre&Inn))**

Requirements
120 points at 500 level. Available papers are listed in the above table.
You must include the following paper:
- STMG524 Entrepreneurship Theory and Practice
- and 90 points from the following list of electives:
  - ACCT507 Accounting, Sustainability and a Changing Environment
  - STMG501 Global Business: Strategic Marketing and Management
  - STMG512 Strategic Innovation
  - STMG555 Foundations of Strategy and Organisation
  - STMG557 Strategic Partnerships and Collaboration
  - STMG588 International Business Strategy
  - TOMG505 Tourism and Hospitality Enterprises
It is possible to take 30 points from outside the subject with the permission of the Department's Graduate Convenor.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department's Graduate Convenor

**Paper Details for 2008**

For descriptions of ACCT, FINA, STMG, TOMG papers please refer to the relevant area of study.
Environment and Management

Interests
• Environmental Issues
• Natural Resource Management
• Environmental Research
• Environmental Policy Analysis

Careers
• Natural Resource Manager
• Environmental Policy Analyst
• Corporate Environmental Manager
• Government Environmental Manager

Employers
• Private Firms and Government Organisations
• Conservation Organisations
• International Agencies
• Private Consultancy Firms

Why choose Environment and Management?
The Environment and Management Master of Management Studies programme gives you an understanding for managing natural resources and the environment. It focuses on environmental issues relating to the management of organisations and development of policy advice. This programme provides a sound basis for a career in the management of natural resources and the environment.

If you would like to undertake a graduate or postgraduate diploma programme of study which focuses on environmental issues and management, please refer to the Management and Sustainability section of this handbook.

Contacts for the Environment and Management Programme
Administrator
MSB2.15  ext.4758  mfitzy@waikato.ac.nz

Professor Ric Scarpa
MSB2.13  ext.4848  rscarpa@waikato.ac.nz

Dr Dan Marsh
MSB2.19  ext.4950  dmarsh@waikato.ac.nz

Professor Frank Scrimgeour
MSB2.14  ext.4415  scrim@waikato.ac.nz
Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>ENVR590</td>
<td>A B</td>
<td>Directed Study</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ENVR591</td>
<td>C</td>
<td>Environment and Management Dissertation</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ENVR592</td>
<td>C</td>
<td>Environment and Management Dissertation</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ENVR594</td>
<td>C</td>
<td>Environment and Management Thesis</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔</td>
</tr>
</tbody>
</table>

Qualification and Specific Subject Requirements

**Master of Management Studies (MMS)**

- **Environment and Management**
  - 120 points at 500 level. Available papers are listed in the above table.
  - You must include a dissertation ENVR591 or ENVR592 (30 or 60 points) or thesis ENVR593 or ENVR594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
  - You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Master of Philosophy and Doctor of Philosophy**

- Contact the Department’s Graduate Convenor

**PhD Supervisors**

The following list contains information about the supervisors who are qualified to supervise in the environment and management subject area and identifies their areas of research expertise.

- **Dr Dan Marsh**’s research interests include environmental and natural resource economics, biotechnology and innovation.

- **Professor Ric Scarpa**’s current research focuses are environmental economics, natural resource economics, and economic modelling.

- **Professor Frank Scrimgeour**’s current research focuses on environmental and natural resource economics.
Paper Details for 2008

MNGT501-08S (HAM)
Research Methods in Management Studies
(Points: 30)
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.

Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECON544, MKTG507, MSYS551 and TOMG506
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol.

ENVR590-08A (HAM), 08B (HAM)
Directed Study
(Points: 30)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ENVR591-08C (HAM)
Environment and Management Dissertation
(Points: 30)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ENVR592-08C (HAM)
Environment and Management Dissertation
(Points: 60)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ENVR594-08C (HAM)
Environment and Management Thesis
(Points: 120)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.
Why choose Finance?

Academic study in finance has been enormously stimulated by two major developments over the past 20 years, one reinforcing the other. First, markets across the world have been deregulated. No longer are interest or foreign exchange rates fixed by Government or Reserve Bank edict – they are free to vary. Secondly, the brave new world of deregulation has been accompanied by path breaking scientific advances in the field of finance that have found fruitful applications by practitioners. Today it is not possible to run a treasury or an investment fund, to structure the financing of a project, even to invest personally, without some understanding of ideas drawn from the body of finance theory and practice. The Department of Finance offers papers focusing on (1) microfinance issues such as corporate finance, small business finance, personal finance and investments; (2) macrofinance issues such as financial markets and international financial systems. Finance papers provide students with an effective understanding of the financial decision making process and the functioning of financial markets. Our papers apply analysis and methods that are practice oriented and have real life applications. Our graduates have found jobs at top national and international financial institutions and corporations with salaries well above the average market pay.

Finance is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Finance as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include Accounting, Economics and Management Systems.

Contacts for the Department of Finance

Administrator
MSB2.15 ext.4045 finance@mngt.waikato.ac.nz

Associate Professor Stuart Locke – Graduate Convenor
MSB3.38H ext.4756 smlocke@waikato.ac.nz

Daniel Choi – Undergraduate Convenor
MSB3.38J ext.4973 dfschoi@waikato.ac.nz
<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA(Fin)</th>
<th>BBA(Hons(Fin))</th>
<th>2nd Major for other degrees</th>
<th>GradCertFin</th>
<th>PGCertFin</th>
<th>MMS Finance</th>
<th>MMS-Applied Economics &amp; Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>FINA201</td>
<td>S A</td>
<td>Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON204</td>
<td>S B</td>
<td>Quantitative Methods for Economics and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>FINA305</td>
<td>A</td>
<td>Business Analysis and Valuation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA306</td>
<td>A</td>
<td>Personal Financial Planning</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA311</td>
<td>S A</td>
<td>Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA312</td>
<td>B</td>
<td>Portfolios and Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA313</td>
<td>B</td>
<td>Capital Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA317</td>
<td>B</td>
<td>International Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA399</td>
<td>B</td>
<td>Applied Project in Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON304</td>
<td>A</td>
<td>Econometrics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON317</td>
<td>A</td>
<td>Economics, Law and Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>FINA403</td>
<td>A</td>
<td>Small Business Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA412</td>
<td>A</td>
<td>Derivative Securities</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA415</td>
<td>B</td>
<td>Computer Modelling in Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA417</td>
<td>B</td>
<td>International Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON404</td>
<td>A</td>
<td>Econometrics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>FINA506</td>
<td>A</td>
<td>Finance Theory</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA509</td>
<td>A</td>
<td>Derivatives 1</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA510</td>
<td>S A</td>
<td>Financial Theory and Corporate Policy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA511</td>
<td>A</td>
<td>Advanced Corporate Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA512</td>
<td>B</td>
<td>Investments and Portfolios</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA514</td>
<td>S</td>
<td>Property Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA515</td>
<td>B</td>
<td>Advanced Financial Modelling</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA517</td>
<td>B</td>
<td>Investments, Portfolios and Financial Markets</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA519</td>
<td>B</td>
<td>Derivatives 2</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA589</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA590</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA591</td>
<td>C</td>
<td>Finance Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA592</td>
<td>C</td>
<td>Finance Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA593</td>
<td>C</td>
<td>Finance Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA594</td>
<td>C</td>
<td>Finance Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON501</td>
<td>B</td>
<td>Macroeconomic Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON502</td>
<td>A</td>
<td>Microeconomic Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON504</td>
<td>B</td>
<td>Econometric Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON517</td>
<td>A</td>
<td>Applied Regional and General Equilibrium Analysis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON526</td>
<td>A</td>
<td>Law and Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON528</td>
<td>A</td>
<td>Econometric Topics: Forecasting and Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON530</td>
<td>B</td>
<td>Topics in Development Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON531</td>
<td>B</td>
<td>International Trade: Theory and Policy Issues</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON532</td>
<td>B</td>
<td>International Finance</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON534</td>
<td>B</td>
<td>Financial Economics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Level</td>
<td>Paper</td>
<td>Semester</td>
<td>Description</td>
<td>BMS</td>
<td>BMS(Hons)</td>
<td>BBA(Fin)</td>
<td>BBA(Hons)(Fin)</td>
<td>2nd Major for other degrees</td>
<td>GradCertFin</td>
<td>GradDipFin</td>
<td>PGCertFin</td>
<td>PGDipFin</td>
</tr>
<tr>
<td>-------</td>
<td>--------</td>
<td>----------</td>
<td>--------------------------------------------------</td>
<td>-----</td>
<td>-----------</td>
<td>----------</td>
<td>----------------</td>
<td>-----------------------------</td>
<td>-------------</td>
<td>------------</td>
<td>-----------</td>
<td>----------</td>
</tr>
<tr>
<td></td>
<td>ECON538</td>
<td>A</td>
<td>Natural Resource Economics</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON541</td>
<td>B</td>
<td>Macroeconomics: Directed Reading</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON542</td>
<td>A</td>
<td>Microeconomics: Directed Reading</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON543</td>
<td>A</td>
<td>Econometrics: Directed Reading</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON544</td>
<td>A</td>
<td>Research Methods in Economics and Finance</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td></td>
<td>ECON589</td>
<td>S A B</td>
<td>Directed Study</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON590</td>
<td>S CVAB</td>
<td>Directed Study</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON591</td>
<td>C</td>
<td>Economics Dissertation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON592</td>
<td>C</td>
<td>Economics Dissertation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON593</td>
<td>C</td>
<td>Economics Thesis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON594</td>
<td>C</td>
<td>Economics Thesis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Qualification and Specific Subject Requirements**

**Bachelor of Management Studies (BMS)**

Finance

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers and no more than 40 points in ECON coded papers:

- FINA311 Corporate Finance
- FINA312 Portfolios and Markets

**Note:** 500 level papers are only available to honours students.

**Bachelor of Management Studies with Honours (BMS(Hons))**

Finance

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers and no more than 40 points in ECON coded papers:

- FINA311 Corporate Finance
- FINA312 Portfolios and Markets

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

**Bachelor of Business Analysis – Financial (BBA(Fin))**

Finance

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers and no more than two ECON coded papers:

- FINA311 Corporate Finance
- FINA312 Portfolios and Markets
- FINA415 Computer Modelling in Finance

**Bachelor of Business Analysis Honours – Financial (BBA(Hons(Fin)))**

Finance

120 points at 500 level. Available papers are listed in the above table.

You must include one of the following papers and no more than one ECON coded paper:

- FINA591 Finance Dissertation
- FINA592 Finance Dissertation
**Second Major for other degrees**

**Finance**

Students who are not enrolled in one of the above qualifications may still take Finance as a second major. The requirements are as follows:

- 120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
- You must include the following papers and no more than two ECON coded papers:
  - FINA201 Finance
  - FINA311 Corporate Finance
  - FINA312 Portfolios and Markets

**Graduate Certificate in Finance (GradCert(Fin))**

**Requirements**

- 60 points at 100 level or above including 40 points above 200 level and no more than 20 points in ECON coded papers. Available papers are listed in the above table.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Graduate Diploma in Finance (GradDip(Fin))**

**Requirements**

- 120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
- You must include the following papers and no more than two ECON coded papers:
  - FINA201 Finance
  - FINA311 Corporate Finance
  - FINA312 Portfolios and Markets
- It is possible to take 40 points from outside the subject with the permission of the Department’s Graduate Convenor.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Certificate in Finance (PGCert(Fin))**

**Requirements**

- 60 points at 500 level. Available papers are listed in the above table.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Diploma in Finance (PGDip(Fin))**

**Requirements**

- 120 points at 500 level. Available papers are listed in the above table.
- It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Master of Management Studies (MMS)**

**Finance**

- 120 points at 500 level. Available papers are listed in the above table.
- You must include a dissertation FINA591 or FINA592 (30 or 60 points) or thesis FINA593 or FINA594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Applied Economics and Finance**

- 120 points at 500 level.
- You must include a dissertation ECON/FINA591 or ECON/FINA592 (30 or 60 points) or thesis ECON/FINA593 or ECON/FINA594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
- Prior to, or during, a masters degree ECON543, FINA510 (or FINA311), FINA517 (or FINA312) and ECON541 or ECON542 must be successfully completed. These are all half papers worth 15 points each; the full paper counterparts to these are also acceptable.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor
### Possible Streams within a Finance Major

Although it is not necessary to fit within any particular stream or programme in planning a major in finance, the department has found it useful to view its papers in terms of the following four overlapping streams:

#### Stream 1 – Corporate
- FINA201  Finance (not available for BECom)
- FINA202  Electronic Finance (not available for BMS)
- FINA317  International Corporate Finance (corresponding 0345.311, 0348.303, 0348.317, FINA.417, ECON311, ECON411)
- FINA311  Corporate Finance (corresponding 0348.510, FINA510, 0348.510m)
- FINA414  Securities Analysis
- FINA415  Computer Modelling in Finance
- FINA507  Corporate Restructuring and Governance
- FINA510  Financial Theory and Corporate Policy (corresponding 0348.311, FINA311, 0348.561)
- FINA511  Advanced Corporate Finance
- FINA515  Advanced Financial Modelling

#### Stream 2 – Portfolios and Markets
- FINA201  Finance (not available for BECom)
- FINA202  Electronic Finance (not available for BMS)
- FINA312  Portfolios and Markets (corresponding 0348.312, 0348.517m FINA517)
- FINA415  Computer Modelling in Finance
- FINA417  International Corporate Finance (corresponding 0348.303, 0345.311, 0348.411, 0348.417, ECON311, ECON411 FINA317)
- FINA509  Derivatives 1
- FINA512  Investments and Portfolios
- FINA517  Investments, Portfolios and Financial Markets (half paper) (corresponding 0348.312, 0348.517m, FINA312)
- FINA515  Advanced Financial Modelling
- FINA519  Derivatives 2 (half paper)

#### Stream 3 – Treasury and Banking
- FINA313  Capital Markets
- FINA317  International Corporate Finance (corresponding 0348.317, 0348.417, 0348.411, 0345.411, ECON311, ECON411, FINA417)
- FINA506  Finance Theory (corresponding 0348.516)
- FINA509  Derivatives 1 (half paper) (corresponding 0348.412, FINA412)
- FINA512  Investments and Portfolios
- FINA519  Derivatives 2 (half paper)

#### Stream 4 – Other
- FINA306  Personal Financial Planning (corresponding 348.314)
- FINA403  Small Business Finance
- FINA415  Computer Modelling in Finance
- FINA514  Property Finance
- FINA515  Advanced Financial Modelling

### Becoming a Certified Financial Advisor

If you wish to pursue a career as a Financial Advisor and gain industry certification to become a Certified Financial Planner you will be required to complete further study beyond your Bachelor degree. The Postgraduate Diploma in Personal Financial Planning offered by the Centre for Corporate & Executive Education is recognised as complying with the requirements of this certification programme.

Detailed information on the process of attaining certification as a financial advisor can be found on the Institute of Financial Advisors website: [http://www.ifa.org.nz](http://www.ifa.org.nz)

Further information on the Postgraduate Diploma of Financial Planning can be found in the section Centre for Corporate & Executive Education.

### Finance and Economics

There is a close relationship between finance and economics. Joint majors in finance and economics make an especially powerful combination. In addition the Departments of Finance and Economics have a joint agreement on papers that can count towards each other’s major.

Provided no more than two papers are counted towards the finance major from other departments, the following economics papers can be counted towards a major in finance:
- ECON204  Quantitative Methods for Economics and Finance (recommended)
- ECON304 (or 404)  Econometrics
- ECON311 (or 411)  International Financial Economics (corresponding 0348.303, 0348.417, FINA417, 0348.411)
- ECON534  Financial Economics

It is important to note that a single paper can count towards only one major.

Corresponding arrangements are available for students completing a masters degree with a main subject in finance.

### Finance as a Second Major and as part of an Interdisciplinary Programme

Skills in financial analyses and an understanding of financial markets complement many other majors including: accounting, economics, management systems, mathematics and statistics.

Finance can also be taken in two interdisciplinary programmes:
- Mathematics and Finance in the BCMS
- Applied Economics and Finance in the MMS
PhD Supervisors

The following list contains the names of the staff within the Department of Finance who are available to supervise MPhil and PhD students, and the areas in which they offer supervision.

Dr Daniel Choi’s major research interests are in the areas of options and futures and market volatility.

Associate Professor Stuart Locke’s current research interests include governance and small to medium size enterprises. He is a regular contributor to professional publications and leans towards researching practical management issues. In particular the interface areas of economics, finance, accounting and management are areas of specific interest.

Dr Philip O’Connor’s research interests are investments, prediction markets, gambling, and informational efficiency of markets.

Professor Ed Vos’ research interests include financial markets and small business finance.

Paper Details for 2008

For descriptions of ECON (Economics) papers please refer to the relevant area of study.

**FINA201-08S (HAM), 08A (HAM)**

**Finance**

(Points: 20)

This paper introduces all BMS students to the basics of finance. It enables all students to understand the financial markets and their usefulness in the business environment. It ensures that students have skills in financial problem solving from a corporate perspective. It introduces the students to the concepts of financial risk. It makes students aware of the investment decision making process.

Convenor: Prof Ed Vos

Internal assessment/Exam ratio: 1:1

Restrictions: FINA202

Note: This paper is not available to BECom students.

**FINA202-08B (HAM)**

**Electronic Finance**

(Points: 20)

This paper introduces students to the emerging world of electronic banking, finance and investment.

More specifically, the following areas will be covered: electronic banking and payments systems, internet securities trading and electronic securities exchanges, financial commerce and valuation of IT and internet firms, raising capital and venture capital process, electronic portfolio investment game.

Convenor: Dr Dani Foo

Internal assessment/Exam ratio: 1:1

Restrictions: FINA201

Note: This paper is not available to BMS students.

**FINA305-08A (HAM)**

**Business Analysis and Valuation**

(Points: 20)

This paper provides a comprehensive treatment of business analysis and valuation. It develops a quantitative approach to the analysis of financial information. The paper integrates commercial understanding, financial information and capital market theory to investigate the monetary value of businesses.

Convenor: AProf Stuart Locke

Internal assessment/Exam ratio: 1:1

Prerequisites: FINA201 (BMS students) or FINA202 (BECom students)
**FINA306-08A (HAM)**

**Personal Financial Planning**

(Points: 20)

This paper introduces students to the core concepts of "personal financial planning". It will enable participants to gain an understanding of contemporary issues in financial planning. Through reading and discussing relevant articles participants will develop sound ideas and be able to comment on a wide range of topics with which financial planners are typically involved.

Convenor: AProf Stuart Locke

Internal assessment/Exam ratio: 1:0

Prerequisites: FINA201 (BMS students) or FINA202 (BECOM students)

**FINA311-08S (HAM), 08A (HAM)**

**Corporate Finance**

(Points: 20)

A first paper in the principles and practice of corporate finance. Building upon the concepts of net present value and time value of money, the paper examines the corporate capital budgeting, capital structure and dividend policy.

Convenor: Prof Ed Vos

Internal assessment/Exam ratio: 1:0

Prerequisites: FINA201 (for BMS students) or FINA202 (for BECom students)

Restrictions: FINA510

Note: The PricewaterhouseCoopers Prize in Corporate Finance is awarded to the top student of the year in this paper.

**FINA312-08B (HAM)**

**Portfolios and Markets**

(Points: 20)

This paper introduces the fundamental concepts related to portfolio decisions of individual and institutional investors. Based on the concept of risk-return trade-off, it discusses the techniques and implications of efficient portfolio diversification and the allocation of assets among different securities. A special feature of this paper is that it provides an opportunity to students to work on an investment project using real world data.

Convenor: Dr Philip O’Connor

Internal assessment/Exam ratio: 3:2

Prerequisites: FINA201 (for BMS students) or FINA202 (for BECom students)

Restrictions: FINA517

**FINA313-08B (HAM)**

**Capital Markets**

(Points: 20)

Kiwicap is about the capital market of New Zealand, its institutions, and their economic role. After a brief survey of principles of markets and financial intermediation and disintermediation, the course continues with a short historical account of events of the last decade that led to financial liberalisation and the evolution of more sophisticated capital markets. A review of the role and structure of investment fund companies like, for example, unit trusts follows. This is in preparation for the KiwiCap Investment Game, a web-based portfolio management competition for participants of this course (more details in a separate document). The fixed income markets are considered, treating bonds, bills, and interest rate swaps in some detail. An account of the banking system follows, covering payment and settlement mechanisms, prudential regulation and monetary regulation. Moreover, the role of the Reserve Bank is examined both as the prudential regulator of the banking system and as the institution responsible for the implementation of monetary policy in New Zealand. Equity markets are then covered, including the NZSX and the new issue process, together with a consideration of equity derivatives. The foreign exchange (FX) markets are also treated in depth, including derivatives such as cross currency interest swaps and their uses in hedging FX exposures. Throughout, emphasis is placed on an understanding of the economic role of these markets as well as themes relating to the internationalisation of NZ capital markets in recent years.

Convenor: Mr Kurt Hess

Internal assessment/Exam ratio: 1:0

Prerequisites: FINA201

**FINA317-08B (HAM)**

**International Corporate Finance**

(Points: 20)

This paper is designed to help the student comprehend the complexities faced by the firm operating in an increasingly international environment, and to deal with them in an efficient manner.

International dimensions of finance are explored from a corporate perspective. The nature, role and current state of international financial markets are considered.

Convenor: Dr Dani Foo

Internal assessment/Exam ratio: 1:0

Prerequisites: FINA201 or FINA202

Restrictions: FINA417

**FINA399-08B (HAM)**

**Applied Project in Finance**

(Points: 20)

Applied research project investigating a finance related issue in an organisational context.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Restrictions: ACCT399 and ECON399

Note: This paper is only available to BBA(Fin) students.
FINA403-08A (HAM)

Small Business Finance
(Points: 20)
This paper investigates the key issues relating to small business finance, especially in New Zealand. Empirical evidence, theoretical models and government policy are considered.
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA201 (BMS students) or FINA202 (BCom students)

FINA412-08A (HAM)

Derivative Securities
(Points: 20)
This paper begins with an introduction to forward, futures, swaps and options contracts to be used in risk management. The risk-neutral valuation concept and ITOs Lemma are then explained to enable understanding and using the Black-Scholes model.
Convenor: Dr Daniel Choi
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA311 and FINA312
Restrictions: FINA509

FINA415-08B (HAM)

Computer Modelling in Finance
(Points: 20)
The objective of this paper is to equip students with financial modelling skills using a computer spreadsheet. These skills include generic skills such as performing sensitivity analyses, running simulations and solving valuation problems in finance. The paper will also introduce students to more advanced programming techniques in financial modelling. This includes defining often used financial functions and performing complex tasks in Visual Basic programming codes.
Convenor: Mr Kurt Hess
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA311 or FINA312 or equivalent
Note: This paper is limited to 90 students selected by the Chairperson of the Department in order of application to enrol.

FINA417-08B (HAM)

International Corporate Finance
(Points: 20)
This paper is designed to help the student comprehend the issues faced by the firm operating in an increasingly international environment, and to deal with them in an efficient manner. International dimensions of finance are explored from a corporate perspective. The nature, role and current state of international financial markets are considered.
Convenor: Dr Dani Foo
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA201 or FINA202
Restrictions: FINA317

FINA499-08C (HAM), 08D (HAM), 08F (HAM)

Report of an Investigation
(Points: 20)
Students are required to undertake an investigation in an organisation outside the University. These are projects on a subject of a student's choice, involving a practical investigation and report.
The student should initiate the project, in consultation with a member of staff as the proposed supervisor. The "499" is usually sponsored by a corporate or other entity, and the student works under the supervision of a member of the organisation, as well as his or her academic supervisor. The 499 concept has generally proved very successful in the past, with students sometimes forging careers with the corporate as a result.
On occasion students may be interested in a topic where it is difficult or inappropriate for him or her to find a corporate sponsor, and in such cases the 499 is "internal" or "desk". The student works on the project in close association with the academic supervisor. Such internal projects can serve as pilot studies for theses or dissertations at graduate level.
Full details about this paper are in the 499 paper outline which is available on the 499 website.
Convenor: Dr Philip O'Connor
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, FINA311 and FINA312
Restrictions: FINA599

MNGT501-08S (HAM)

Research Methods in Management Studies
(Points: 30)
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.
Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECON544, MKTG507, MSYS551 and TOMG506
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol. Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
Finance Theory
(Points: 15)
Finance theory encompasses portfolio theory, the capital asset pricing model, corporate finance theory, arbitrage pricing theory, and call option pricing.
Finance theory can be divided into two parts: certainty models and uncertainty models. Each part is further subdivided into equilibrium pricing theory and arbitrage pricing theory, which are complements but not substitutes.
Equilibrium pricing theories (e.g., CAPM) are most useful for pricing the primary traded securities, like common stock. Arbitrage pricing theories are most useful for pricing contingent claim (e.g., options).
This paper emphasises mathematical proofs. Students should have a solid background in calculus before taking this paper.
Convenor: Dr Dani Foo
Internal assessment/Exam ratio: 1:0

Derivatives 1
(Points: 15)
This module will introduce students to the basics of derivative securities. It is intended for students who have taken the core finance papers and gained a solid understanding of finance concepts, but have not been exposed to derivative securities. Therefore, the module will essentially be the equivalent of a full semester Part 4 paper in the subject FINA412 with the additional requirement of submitting an individual research report on a particular area in either futures or options.
Convenor: Dr Daniel Choi
Internal assessment/Exam ratio: 1:0
Restrictions: FINA412

Financial Theory and Corporate Policy
(Points: 15)
This is a paper on the theory and analysis of corporate finance, including the measurement of the cost of capital.
Problems of long-term financing, capital structure, dividend policy, mergers and acquisitions will be covered.
The students will be expected to be able to critically evaluate the standard models used, and to have an appreciation of the recent research relating to their use.
This paper will be taught in parallel with FINA311, but students will be required to study in detail the underlying theory and critically evaluate its use.
Convenor: Prof Ed Vos
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 and FINA201 or equivalent
Restrictions: FINA311
FINA515-08B (HAM)

Advanced Financial Modelling
(Points: 30)
The purpose of this paper is the practical implementation and application of some advanced models in finance. It is taught in a computer lab format. While the theoretical basis for each model family is briefly reviewed, the emphasis is on honing the numerical modelling and data handling skills. The first part of the paper is devoted to laying the foundations both in terms of programming skills and familiarity with software tools (mainly Excel/VBA, EViews, but also script languages, econometric software if necessary). These are acquired through examples drawn from various areas of finance such as portfolio theory, foreign exchange, financial institutions analysis, valuation of derivative instruments, etc. The second part of the course is dedicated to the presentation of selected models from the following topic areas: market and credit risk, corporate finance, numerical and simulation methods, GARCH volatility modelling. Besides three smaller assignments, students must complete a major modelling project. This includes implementation and description of a financial model drawn from the academic literature or specialised modelling/derivatives books.

Convenor: Mr Kurt Hess
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA311, FINA312, ECON404, or FINA415
Restrictions: FINA518

FINA517-08B (HAM)

Investments, Portfolios and Financial Markets
(Points: 15)
This paper will consider investments and the construction of efficient portfolios. It will include an analysis of the use of options and futures in risk management. Students will be required to apply the theoretical concepts used to actual problems. An ability to critically evaluate the core financial models used will be required. This paper will be taught in parallel with FINA312, but students will be required to study in detail the underlying theory and critically evaluate its use.

Convenor: Dr Philip O'Connor
Internal assessment/Exam ratio: 3:2
Prerequisites: ECON204 and FINA201 or equivalent
Restrictions: FINA312

FINA519-08B (HAM)

Derivatives 2
(Points: 15)
This paper aims to enhance students' ability to understand and analyse derivatives beyond simple futures and options. Major topics to be covered include the Ito Lemma, the Black-Scholes model, delta hedging, value at risk, the GARCH model, finite difference methods, and interest rate derivatives. Students will strengthen their knowledge of these topics by presenting reviews of journal papers in derivatives and conducting empirical analysis of derivatives products and markets.

Convenor: Dr Daniel Choi
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA509

FINA589-08S (HAM), 08A (HAM), 08B (HAM)

Directed Study
(Points: 15)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0

FINA590-08S (HAM), 08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)

Directed Study
(Points: 30)
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

FINA591-08C (HAM)

Finance Dissertation
(Points: 30)
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA592-08C (HAM)

Finance Dissertation
(Points: 60)
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA593-08C (HAM)

Finance Thesis
(Points: 90)
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA594-08C (HAM)

Finance Thesis
(Points: 120)
Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA599-08C (HAM), 08D (HAM), 08F (HAM)

Report of an Investigation
(Points: 30)
Convenor: Dr Philip O'Connor
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study FINA499

Restrictions: FINA499
Hospitality Management

Interests
- Hospitality
- Hotel and Restaurant Management
- Travel

Careers
- Front Office Manager
- Hotel Manager
- Restaurant and Bar Manager
- Travel and Accommodation Facilitator
- Catering Services Manager
- Tourism Operator
- Financial Controller
- Gaming Management

Employers
- Tourism and Hospitality Organisations
- Commercial Caterers
- Hotels and Resorts
- Tourism and Leisure Attractions
- Museums
- Restaurants
- Hospital Catering
- Conference and Event Centres

Why choose Hospitality Management?
Hospitality management is internationally defined as being the management of any business that supplies food, drink or accommodation for those away from home. This includes hotels, motels, holiday parks, restaurants, cafes and other related industries that deal with tourism and leisure.

Hospitality management is available as a first major in the BTour and details of the requirements for this can be found overleaf. If you are not enrolled in the BTour you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for Department of Tourism and Hospitality Management

Qualifications Convenor – Dr Asad Mohsin
MSB3.35 ext. 5061 amo@edu.mngt.waikato.ac.nz

Graduate Convenor – Dr Tim Lockyer
MSB3.41 ext. 6321 lockyer@edu.mngt.waikato.ac.nz

Administrator
MSB2.15 ext. 4045 tourism@edu.mngt.waikato.ac.nz
Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BTour</th>
<th>2nd Major for other degrees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>TOMG204</td>
<td>A</td>
<td>Hospitality Law</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG206</td>
<td>A</td>
<td>Food and Beverage Management</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG207</td>
<td>B</td>
<td>Accommodation Management</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG216</td>
<td>A</td>
<td>Food and Beverage Management Placement</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG217</td>
<td>B</td>
<td>Accommodation Management Placement</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>3</td>
<td>TOMG301</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG303</td>
<td>A</td>
<td>Hospitality Operations Management</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>4</td>
<td>TOMG402</td>
<td>B</td>
<td>Hospitality Management Control and Decision Making</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

Qualification and Specific Subject Requirements

**Bachelor of Tourism (BTour)**

**Hospitality Management**

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:
- TOMG204 Hospitality Law
- TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
- TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
- TOMG301 Entrepreneurship in Tourism and Hospitality*
- TOMG303 Hospitality Operations Management
- TOMG402 Hospitality Management Control and Decision Making

*Students taking hospitality management as a second major may count TOMG390 Directed Study in place of this paper.

**Note:** Students taking this major must take ACCT101 Accounting for Management as an elective in their first year of study. Also, it is recommended that students take STMG191 Introduction to Management as an elective in their first year of study.

**Second Major for other degrees**

**Hospitality Management**

Students who are not enrolled in the above qualification may still take Hospitality Management as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:
- TOMG204 Hospitality Law
- TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
- TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
- TOMG301 Entrepreneurship in Tourism and Hospitality
- TOMG303 Hospitality Operations Management
- TOMG402 Hospitality Management Control and Decision Making

**Note:** Students taking this major must take ACCT101 Accounting for Management as an elective in their first year of study. Also, it is recommended that students take STMG191 Introduction to Management as an elective in their first year of study.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department's Graduate Convenor

A Graduate Certificate and Graduate Diploma in Tourism and Hospitality Management are also available. For further details please refer to the section entitled Tourism Management.
PhD Supervisors

We are always pleased to consider applications for theses. Our current doctoral supervisors are listed below.

**Professor Christine Lim**'s research interests and specialism are in tourism economics, time series modelling and applied econometrics. Econometrics is a highly portable statistical technique, which is very useful in many areas of quantitative research in the social sciences. Modelling involves a combination of theory, estimation, evaluation and simulation. To date, her research is in international tourism demand modelling. She has also published papers on tourism forecasting. Christine’s outstanding contributions to tourism research are evident in her receiving the inaugural Charles R. Geولدner Article of Excellence Award for the Best Paper in the Journal of Travel Research for 2000, for the paper entitled "A Meta-Analytic Review of International Tourism Demand". In 2003, she was an invited discussant at a World Bank sponsored conference on "Tourism and Sustainable Economic Development: Macro and Micro Economic Issues" in Sardinia, Italy.

**Dr Tim Lockyer**’s main area of research is the hospitality industry, with special interests in the factors that influence the selection of accommodation and restaurants by guests, with several international refereed journal articles in this area. Dr Lockyer has also carried out research in a number of tourism management areas including economic impact studies, and local residents’ attitude studies along with other industry consultancy.

**Associate Professor Alison McIntosh** has a strong interest in tourist behaviour, especially tourists’ experiences, perceptions, values and motivations. She has published widely on issues relating to tourists’ experiences of cultural, heritage and indigenous (Māori) tourism, and the experiential nature of tourist attractions. She uses both quantitative and qualitative research method techniques, as well as mixed methodologies and triangulation. Alison has conducted visitor research for a number of tourist attractions and museums in New Zealand and the U.K. In addition, she has conducted research into issues of sustainable Māori tourism development in partnership with Māori co-researchers and the New Zealand government. She has also carried out industry consultancy in areas of tourism management including heritage attraction concept design, feasibility and marketing, community perceptions and non-visitor studies, community-based tourism planning, and tourism impact studies. Her current research also includes work relating to family businesses in tourism and hospitality, tourists’ experiences of cultural products, and the value of historic buildings to tourists’ experiences of a region.

**Dr Asad Mohsin** has accumulated several years of industry and academic experience working in different countries in the Middle East and Asia Pacific including Australia. Prior to joining Waikato Management School in July 2003, Asad was working at the Northern Territory University (NTU) in Australia. At the NTU he was responsible for developing and coordinating higher education programmes in hospitality management. His industry experience includes working in food and beverage (production and service) and rooms division departments with international hotel chains like Inter-Continental Hotel, Holiday Inn Hotels and Gulf Air Hotels. Asad also operated his own catering business in Australia for seven years including a restaurant at a marina with capacity to seat 190 people. His experience as a practitioner and an academic has helped him to reduce the gulf between theory and practice by bringing real world issues and problems into his classes and testing academic research in his business. His published research and interests are in the area of Tourism and Hospitality product and service quality assessment; customer perceptions and contemporary trends and attitudes of holiday-makers.

**Professor Chris Ryan** has published widely on issues relating to tourist motivations and behaviours, and the consequences of those behaviours. The techniques that he uses are both quantitative (based on psychometrics) and qualitative (based on ethnographic and constructionist techniques). He has also undertaken economic impact assessments of tourism events. He has a strong interest in research techniques and was the author of 'Researching Tourist Satisfaction' published by Routledge, London. In addition he has written and/or edited a total of seven books and over 200 academic papers and articles. He has an international reputation and, in 1999 and 2004, was elected to the APEC Tourism Ministers’ Advisory Committee. He is one of only three New Zealand academics elected to the International Academy for the Study of Tourism. He has undertaken research for a number of tourism organisations in the UK, Canada, Australia, New Zealand and elsewhere. His current research includes work relating to indigenous peoples and tourism, national park usage, and tourist perceptions and behaviours. He has substantial experience as a researcher.

**Dr Anne Zahra** has a past industry background in financial management and senior management positions in the tourism and hospitality industry in Australia. She is the author of one of the most commonly used text books on law for tourism and hospitality management students in New Zealand. Anne has published articles in journals such as Anatolia, Current Issues in Tourism, Journal of Sustainable Tourism and Tourism Management. She commenced her academic career at Waikato University in 2000. Runner up 2003 Journal of Tourism Management Prize for Best Refereed Conference Paper by a PhD Student. Council of Australian Tourism and Hospitality Educators (CAUTHIE) Conference. Winner of the 2005 Waikato Management School Sustainable Business Award. Anne has a strong research interest in organisational structures and policy making, and has become an acknowledged expert on these aspects with respect to New Zealand. Other research interests include organisational issues associated tourism planning and destination management, volunteer tourism, human resource issues in the hospitality industry, yield management, chaos theory, multi-paradigmatic research methodologies and the ontological and epistemological foundations of tourism and hospitality research.

Paper Details for 2008

For descriptions of TOMG (Tourism Management) papers please refer to the relevant area of study.
Human Resource Management

Interests
• Human Resources
• Organisational Behaviour
• Personnel Management
• Managing People
• Strategic HRM Planning

Careers
• Human Resource Manager/Advisor/Officer
• Payroll Manager/Administrator
• Industrial Relations Mediator/Facilitator
• Employment Court Official
• Human Capital Development Strategist

Employers
• Consultancy Firms
• Large Corporates
• International Companies
• Professional Organisations
• Government Departments

Scholarships
• Brian Smith 499/599 Scholarship
• WMS International Exchange Scholarships
• HRINZ Masters or PhD Scholarship

Why choose Human Resource Management?
Human resource management (HRM) is a set of activities and decisions that form an employment relationship. HRM is significant to the ability of employees and the organisation to achieve their strategic objectives. The activities comprising HRM can contribute to the products and services of the organisation through recruiting, selecting and training employees who will be successful in performing their job, rewarding employees for good performance and preparing employees for new technologies and jobs. HRM is also integral in determining the strategic direction of the organisation.

It is highly likely that at some stage in your career you will be responsible for managing people. The skills that successful managers use are many and varied and all have the potential to significantly impact on an organisation’s short and long-term performance. HRM will assist you in gaining the most from people and their organisation.

The skills you will specifically develop within our papers are:
• Debating
• Presentation
• Motivation
• Interviewing
• Appraisal
• Negotiation

Within Human Resource Management papers you will learn about:
• Employment legislation
• Job evaluation
• Training programme
• Interviewing job candidates
• Writing a job description
• Writing a person specification
• Evaluating an employee’s performance
• Health and safety obligations
• Planning an HR strategy
• Motivating employees
• Managing the dismissal process

Human resource management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Human resource management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include Strategic Management and Leadership, Management Communication, Management Systems, Accounting, Marketing and Economics.

Contacts for the Department of Strategy and Human Resource Management
Bobbie Wisneski – Undergraduate/Graduate Advisor
MSB4.09 ext.4195 bobbie@waikato.ac.nz
Eva Collins – Strategic Management enquiries
MSB4.39 ext 4083 evacolln@waikato.ac.nz
John Gilbert – Human Resource Management enquiries
MSB4.01 ext 8126 jgilbert@waikato.ac.nz
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertHRM</th>
<th>PGCertHRM</th>
<th>PGDipHRM</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>HRMG241</td>
<td>S A B</td>
<td>Organisational Behaviour</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>STMG222</td>
<td>A</td>
<td>Net Ready: Navigating the Competitive Landscape</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td>3</td>
<td>HRMG341</td>
<td>A</td>
<td>Managerial Behaviour</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG342</td>
<td>A B</td>
<td>Human Resource Management</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG343</td>
<td>S A B</td>
<td>Business Research Methods</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG374</td>
<td>A</td>
<td>Women and Management</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>STMG330</td>
<td>B</td>
<td>Management Technology and Organisation</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td>4</td>
<td>HRMG401</td>
<td>A</td>
<td>Human Resource Management and Employment Relations</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG402</td>
<td>B</td>
<td>Human Resource Management and Practice</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG430</td>
<td>A</td>
<td>Personality and Management</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG444</td>
<td>A</td>
<td>Organisational Development and Change</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG445</td>
<td>B</td>
<td>Career Management and Development</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG460</td>
<td>B</td>
<td>Making Sense of and Managing the Unexpected</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG488</td>
<td>A</td>
<td>International Human Resource Management</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG490</td>
<td>C A B</td>
<td>Directed Study</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td>5</td>
<td>HRMG541</td>
<td>A</td>
<td>Issues for Managerial Behaviour in 21st Century Organisations</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG543</td>
<td>B</td>
<td>Pay and Performance Management</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG544</td>
<td>A</td>
<td>Human Resource Management Strategy</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG545</td>
<td>B</td>
<td>Employment Relations</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG574</td>
<td>B</td>
<td>Women and Organisations</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG590</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG591</td>
<td>C</td>
<td>Human Resource Management Dissertation</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG592</td>
<td>C</td>
<td>Human Resource Management Dissertation</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG593</td>
<td>C</td>
<td>Human Resource Management Thesis</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>HRMG594</td>
<td>C</td>
<td>Human Resource Management Thesis</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>PSYC572</td>
<td>B</td>
<td>Personnel Selection</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>PSYC573</td>
<td>B</td>
<td>Personnel Training and Development</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>STMG555</td>
<td>A</td>
<td>Foundations of Strategy and Organisation</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
<tr>
<td></td>
<td>STMG580</td>
<td>A</td>
<td>Strategies for Sustainability</td>
<td>✔  ✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔  ✔</td>
</tr>
</tbody>
</table>

### Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

**Human Resource Management**

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You may include the following papers if they are not counted for a Strategic Management major:

- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG330 Management Technology and Organisation

**Note:** 500 level papers are only available to honours students. Please also note that students whom intend to complete HRMG499 will need to successfully complete the prerequisite paper HRMG343.
Bachelor of Management Studies with Honours (BMS(Hons))

Human Resource Management
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.
You may include up to two of the following papers if they are not counted for a Strategic Management major:
- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG330 Management Technology and Organisation
- STMG555 Foundations of Strategy and Organisation
- STMG556 Competitive Advantage through Work-Family Practices
- STMG580 Strategies for Sustainability
The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects. If you have only selected one 500 level paper for your major then a further 90 points at 500 level is required to meet the degree regulations.

Second Major for other degrees

Human Resource Management
Students who are not enrolled in one of the above qualifications may still take Human Resource Management as a second major. The requirements are as follows:
120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
You must include the following papers and no more than two STMG coded papers:
- HRMG241 Organisational Behaviour
- HRMG342 Human Resource Management

Graduate Certificate in Human Resource Management (GradCert(HRM))

Requirements
60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Human Resource Management (GradDip(HRM))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
- HRMG341 Managerial Behaviour
- HRMG342 Human Resource Management
It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate in Human Resource Management (PGCert(HRM))

Requirements
60 points at 500 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in Human Resource Management (PGDip(HRM))

Requirements
120 points at 500 level. Available papers are listed in the above table.
It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Management Studies (MMS)

Human Resource Management
120 points at 500 level. Available papers are listed in the above table.
You must include a dissertation HRMG591 or HRMG592 (30 or 60 points) or thesis HRMG593 or HRMG594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
**PhD Supervisors**

Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

**Dr Marc Anderson**'s research interests focus on organisational behaviour and human resource management. His specific research interests include how individuals and organisations make sense of and manage unexpected events, the role of social networks in information gathering and leadership, and the psychological ownership of ideas and intellectual property.

**Dr Suzette Dyer** researches within the disciplines of human resource management and organisational behaviour. More specifically her research interests include the impact of globalisation upon society and workplace, career management and development, feminist organisational research, and organisational structural reform with a specific focus upon the issues of flexibility and workplace change. She draws on qualitative research methodologies and uses critical theoretical approaches.

**Dr John Gilbert**'s research interests focus on human resource development and organisational change. His specific research interests include the development and management of senior managerial resources, the management of change in organisations and the development of human resources in small to medium sized enterprises.

**Professor Clive Gilson**'s research interests focus on international human resource management, employment practices and performance, international industrial relations, sustaining organisational performance and managing sports organisations. He is the co-author of Harper Collins' business book Peak Performance Organisations.

**Professor Mark Harcourt**'s research interests focus on human resource management and industrial relations. His specific projects include health and safety in the workplace, discrimination and the human rights legislation, occupational health and safety (injury costs and causes; work design and stress), employment tribunal and court decisions, negotiation skills, compensation, retention, motivation, organisational justice, redundancy, procedural justice, earnings, and unemployment policy.

---

**Paper Details for 2008**

For descriptions of STMG (Strategic Management) papers please refer to the relevant area of study.

For descriptions of PSYC papers please refer to the Faculty of Arts and Social Sciences.

**HRMG241-08S (HAM), 08A (HAM), 08B (HAM)**

**Organisational Behaviour**

(Points: 20)

The paper examines concepts, models and theories of the behaviour of individuals and groups in organisations. The paper focuses on behaviour at the individual, group, inter-group and organisation level with particular emphasis on the management of behavioural outcomes. The aim of this paper is to provide all management students with a basic understanding of important behavioural knowledge which they can apply in their career in management.

**For Semester 08A (HAM)**

Convenor: Dr Linda Twiname

Internal assessment/Exam ratio: 1:1

**For Semester 08B (HAM)**

Convenor: Mr Glyndwr Jones

Internal assessment/Exam ratio: 1:1

**For Semester 08S (HAM)**

Convenor: Dr Linda Twiname

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG191. Students wishing to undertake HRMG241 at Summer School are expected to have a B grade average over their previous papers.

Note: The S semester offering of HRMG241 is limited to 100 students selected by the Chairperson of the Department in order of application to enrol.

Lectures for this paper are delivered on-line. Tutorial attendance is required.

**HRMG341-08A (HAM)**

**Managerial Behaviour**

(Points: 20)

This paper is designed to create a bridge between theories of organisations, and the practice of management.

Much of the paper learning is refracted through case discussion. Participation in class requires the application of organisational and behavioural theories, models and concepts to cases which are centred on a single decision maker.

If you already have experience in a managerial role, this paper will enable you to further develop your organisational and analytical skills.

The paper will considerably assist students who either wish to develop a managerial career or simply investigate what managers actually do.

Convenors: Mr Glyndwr Jones, Prof Clive Gilson

Internal assessment/Exam ratio: 1:1

Prerequisites: HRMG241
Despite various legislative acts and creative Equal Employment Opportunity (EEO) programmes, the income gap between women and men has changed very little over the past decade and a half. Women in New Zealand still receive approximately 80-84% of the income that men do. In this paper we examine women’s representation in employment. We explore the relationship between employment and the non-job commitments of women.

Two major themes run through the paper:
1. issues pertaining to the management of women in employment (by women and men), and
2. the issues which arise for women as (aspiring) managers.

Convenor: Dr Suzette Dyer

Internal assessment/Exam ratio: 1:0

HRMG342-08A (HAM), 08B (HAM), 08B (TGA)

Human Resource Management
(Points: 20)
This paper examines the management of an organisation’s most valuable resource: its people. It examines how they are acquired, managed to achieve an organisation’s goals, trained and developed to improve individual and organisational performance and the management of the employment relationship.

The context within which human resources are managed in New Zealand organisations – the economic, legal, technological and demographic background is also examined.

For Semester 08A (HAM)
Convenor: Dr Linda Twiname
Internal assessment/Exam ratio: 7:3

For Semester 08B (HAM) and 08B (TGA)
Convenor: Mr Glyndwr Jones
Internal assessment/Exam ratio: 7:3
Prerequisites: HRMG241
Note: The Alfred Marshall Prize in Human Resource Management is awarded to the top student of the year in this paper.

This paper will be delivered to Tauranga via video-conference and a minimum of 10 enrolments, 2 weeks before the paper starts, is required for the paper to be offered.

Human Resource Management and Practice
(Points: 20)
This paper examines the application of HRM models and theories in New Zealand organisations. The focus of the paper is on Human Resource Development (HRD) through education, training and development in New Zealand organisations, including major developments taking place at the national level.

Convenor: Mr Glyndwr Jones
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG341 or HRMG342
HRMG430-08A (HAM)

Personal and Management
(Points: 20)
This paper explores the literature relating personality and management. Personality is widely recognised as having significant implications for important topics in human resource management, organisational behaviour, and strategic management. With the development of an extensive array of reliable and valid personality measures, and especially the widespread acceptance of the five-factor model of personality, known as the “Big Five”, the role of personality in management is becoming increasingly more central. Recent research has clearly and convincingly shown that the Big Five personality traits and other more targeted personality characteristics relate to such core management topics as motivation, leadership, and job satisfaction. Students completing this paper will explore their own personalities using rigorous academic measurement scales, and discover what academic research says about how personality is related to a variety of management topics, including leadership, motivation, perception, decision making, information gathering, among others. In addition, students will be introduced to an exciting line of research that is recently emerging on the notion of organisational personality.

Convenor: Dr Marc H Anderson
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG241 or PSYC229 or PSYC230

HRMG444-08A (HAM)

Organisational Development and Change
(Points: 20)
For organisations today change is not an option. With increasing pressure to remain competitive in a more global context, together with rapidly developing technologies and evolving social expectations, organisations have to build their capacity to cope with change. For today’s organisational leaders being an effective agent of change is a key competency. This course explores the nature of change in organisations and ways that managers can: a) manage particular change events effectively and b) build an organisation’s capacity to cope with change, to develop what has been referred to as an ‘Agile Organisation’. This paper will involve discussion and evaluation of relevant theory combined with the application of this theory to the analysis of selected case studies.

Convenor: Dr John Gilbert
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG241

HRMG445-08B (HAM)

Career Management and Development
(Points: 20)
“Career” has become a complex and problematic concept. Organisations are taking a limited responsibility in facilitating the careers of individuals at a time when there is increasing uncertainty in employment. In this paper, we use a “critical lens” to study debates in career literature. The overall purpose is to strengthen insight into the complex facets of contemporary career development literature and practice.

Convenor: Dr Suzette Dyer
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG241

HRMG460-08B (HAM)

Making Sense of and Managing the Unexpected
(Points: 20)
A constant challenge facing individuals and organisations is making sense of and managing unexpected and equivocal events. These range from large scale events such as emerging business practices and new technologies (e.g., e-commerce) to small scale incidents such as the routine miscommunications that occur between individuals. How actors make sense of the unexpected shapes their actions and reactions, which in turn determine success or failure. This paper explores how people and organisations react to unexpected events, construct meaning and make sense of these events, and how they can better manage these unexpected events in order to succeed in the increasingly complex and confusing modern world.

Convenor: Dr Marc H Anderson
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG241

HRMG488-08A (HAM)

International Human Resource Management
(Points: 20)
International Human Resource Management will provide students with an understanding of how human resource practices and policies vary in different countries and an understanding of how and why human resource goals, actors, decision making processes, and contexts can vary across countries. Increasingly organisations are operating in global markets and organisations need to have the knowledge required to adapt human resource practices to the differing requirements of differing countries.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG342 or PSYC317

HRMG490-08A (HAM), 08B (HAM), 08C (HAM)

Directed Study
(Points: 20)
Students wishing to undertake a project in an area not offered as a taught paper may develop a research topic and consult with a member of staff who is able to supervise this project. Students must be approved for enrolment in the paper by the department. This is subject to the availability of staff to supervise.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

HRMG499-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)

Report of an Investigation
(Points: 20)
A 499 project is required for the BMS, and is only available to BMS students. You should discuss a proposed topic with the department’s 499 co-ordinator, or staff in your interest area who may also be able to help with strategic management, organisational behaviour/human resource management, including ‘desk’ 499s.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers and HRMG343
Restrictions: HRMG599
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
<th>Prerequisites</th>
<th>Internal assessment/Exam ratio</th>
<th>Convenor</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>HRMG544-08A</td>
<td>Human Resource Management Strategy</td>
<td>HRMG342 or PSYC317</td>
<td>1:0</td>
<td>Prof Mark Harcourt</td>
<td>The focus is on examining theories of internal fit which address how and why human resource practices link together to increase business performance and external fit, which address how and why human resource practices link with finance, marketing and production (the broader organisational strategy) to increase business performance. Along these lines students are encouraged to think about archetypal human resource strategies for pay, staffing and employment relations.</td>
</tr>
<tr>
<td>HRMG545-08B</td>
<td>Employment Relations</td>
<td>HRMG342 or PSYC317</td>
<td>1:0</td>
<td>Prof Clive Gilson</td>
<td>This paper examines contemporary developments in the field of industrial relations using the theoretical lens of Labour Process Theory (LPT). Topics will include an up-to-date review of New Zealand industrial relations, comparative industrial relations (including North American, European and Pacific models), and industrial conflict. Students examine LPT critically, as a method to illustrate theory construction. A central component of this paper will be an extensive collective bargaining simulation that will require students to negotiate a labour contract under conditions set out by current employment law. The paper is designed to bridge industrial relations theory and practice.</td>
</tr>
<tr>
<td>HRMG543-08B</td>
<td>Pay and Performance Management</td>
<td>HRMG341, HRMG342 or PSYC317</td>
<td>1:0</td>
<td>Dr Suzette Dyer</td>
<td>Organisations have been changing the way jobs are structured and these changes mean the way employees are paid for work is also changing. Organisations have been increasingly interested in practices such as paying for performance and tying pay to the attainment of group and organisational goals to achieve fair pay while maintaining accountability. However, much of the research on the efficacy of these approaches has been inconclusive. As the range of approaches to pay and performance management increases, the need to understand the implications of these practices for employees and organisations also increases. The course will provide the opportunity to evaluate and discuss the latest research findings in the arena of compensation and performance management.</td>
</tr>
<tr>
<td>HRMG574-08B</td>
<td>Women and Organisations</td>
<td>HRMG342 or PSYC317</td>
<td>1:0</td>
<td>Dr Suzette Dyer</td>
<td>Two themes pervade the paper: 1. We examine the management of women (by women or men). This entails a critical analysis of the experiences of women both in and out of employment. 2. We also examine the experiences of women who aspire to managerial positions. The feminist research lens requires a consideration of the impact of any phenomena on the lives of all women. In this paper, therefore, we examine the impact of the liberalisation of the global labour market and its challenges and opportunities for women in a variety of situations.</td>
</tr>
<tr>
<td>HRMG590-08S</td>
<td>Directed Study</td>
<td>HRMG342 or PSYC317</td>
<td>1:0</td>
<td>Not available at time of printing</td>
<td>Students are required to arrange a supervisor and identify a topic before enrolling in this paper.</td>
</tr>
</tbody>
</table>
HRMG591-08C (HAM)
Human Resource Management Dissertation
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

HRMG592-08C (HAM)
Human Resource Management Dissertation
(Points: 60)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

HRMG593-08C (HAM)
Human Resource Management Thesis
(Points: 90)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

HRMG594-08C (HAM)
Human Resource Management Thesis
(Points: 120)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

HRMG599-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)
Report of an Investigation
(Points: 30)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers and HRMG343
Restrictions: HRMG499
Information Systems Management

Interests
• Electronic Commerce
• Supply Chain Management
• Information Technology
• Process Re-engineering
• Decision Support Systems

Careers
• Information Systems Manager
• Electronic Commerce Consultant
• Information Systems Consultant
• Business Analyst
• Web Systems Project Manager
• Systems Developer

Employers
• International Consultancy Practices
• Large Corporates
• Manufacturing or Service Organisations
• Medium Sized Domestic Companies
• Government Departments

Why choose Information Systems Management?
This subject will give you a hands-on understanding of information systems, or management information systems as it has been called traditionally, or information systems management (ISM), as it is called today.

In ISM, you will get an appreciation of how information is collected, managed and used for decision making purposes, both internally using traditional back office systems and externally using the web. Along the way, you will come to understand how information systems are designed to meet organisational needs, and how to manage the installation and updating of information systems to meet changing needs and changing technologies. This subject will also show you that ISM is key in the relationship between companies, suppliers and customers and how they gain the competitive advantage offered by ‘end to end’ netted enterprise.

Information systems management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Information systems management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Management Systems
Professor Jim Corner
MS8.06 ext. 4563 jcorner@waikato.ac.nz
Department Administrator
MS8.01 ext. 4561
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertISM GradDipISM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MSYS212</td>
<td>S B</td>
<td>Information Technology in Organisations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS221</td>
<td>A B</td>
<td>Electronic Commerce Overview</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS278</td>
<td>A</td>
<td>Project Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>3</td>
<td>MSYS321</td>
<td>B</td>
<td>Electronic Commerce Systems Infrastructure</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS351</td>
<td>A</td>
<td>Management Information Systems</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS358</td>
<td>A</td>
<td>ERP and Software Project Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>4</td>
<td>MSYS435</td>
<td>A</td>
<td>Managerial Decision Making</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS455</td>
<td>B</td>
<td>E-Business Process Redesign</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS457</td>
<td>A</td>
<td>Electronic Business Startups</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS461</td>
<td>B</td>
<td>Business Intelligence and Interactive Knowledge Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS465</td>
<td>B</td>
<td>Business Analysis and Consultancy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>5</td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS555</td>
<td>A</td>
<td>Strategic Information Systems</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS556</td>
<td>B</td>
<td>E-Business Technologies and Theories</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS577</td>
<td>B</td>
<td>E-Enabled Agile Supply Chains</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

**Information Systems Management**
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers:
- MSYS212 Information Technology in Organisations
- MSYS351 Management Information Systems
- MSYS359 Management Support System Technologies*

**Note:** *For 2008 MSYS358 ERP and Software Project Management may be taken instead of MSYS359 Management Support System Technologies.*

and 60 points from the following list of electives:
- MSYS221 Electronic Commerce Overview
- MSYS278 Project Management
- MSYS321 Electronic Commerce Systems Infrastructure
- MSYS435 Managerial Decision Making
- MSYS455 E-Business Process Redesign
- MSYS357 Electronic Business Startups
- MSYS461 Business Intelligence and Interactive Knowledge Management
- MSYS465 Business Analysis and Consultancy

**Bachelor of Management Studies with Honours (BMS(Hons))**

**Information Systems Management**
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers:
- MSYS212 Information Technology in Organisations
- MSYS351 Management Information Systems
- MSYS359 Management Support System Technologies*

**and either** MSYS555 Strategic Information Systems or MSYS556 E-Business Technologies and Theories
Note: *For 2008, MSYS358 ERP and Software Project Management may be taken instead of MSYS359 Management Support System Technologies and you may select the remaining two papers from the listed elective papers for the BMS Information Systems Management major and/or the following list of electives:

- MSYS551 Management Systems Research
- MSYS577 E-Enabled Agile Supply Chains

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects. If you have only selected one 500 level paper for your major then a further 90 points at 500 level is required to meet the degree regulations.

Second Major for other degrees

Information Systems Management

Students who are not enrolled in the above qualification may still take Information Systems Management as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:

- MSYS212 Information Technology in Organisations
- MSYS351 Management Information Systems
- MSYS359 Management Support System Technologies*

For 2008, MSYS358 ERP and Software Project Management can be taken instead of MSYS359 Management Support System Technologies.

Graduate Certificate in Information Systems Management (GradCert(ISM))

Requirements

60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.

You are required to meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Information Systems Management (GradDip(ISM))

Requirements

120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.

You must include the following papers:

- MSYS212 Information Technology in Organisations
- MSYS351 Management Information Systems
- MSYS359 Management Support System Technologies*

Note: *For 2008, MSYS358 ERP and Software Project Management may be taken instead of MSYS359 Management Support System Technologies.

and at least 20 points from the following list of electives:

- MSYS435 Managerial Decision Making
- MSYS455 E-Business Process Redesign
- MSYS461 Business Intelligence and Interactive Knowledge Management

and up to 40 points from the following list of electives:

- MSYS221 Electronic Commerce Overview
- MSYS278 Project Management
- MSYS321 Electronic Commerce Systems Infrastructure
- MSYS457 Electronic Business Startups
- MSYS465 Business Analysis and Consultancy

It is possible to take up to 40 points from outside the subject with the permission of the Department's Graduate Convenor.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Chuda Basnet. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Chuda.

Staff in Management Systems have experience in supervising research across all paradigms: qualitative, quantitative, and critical. Below is a list of our staff and their areas of research.

**Dr Hyung Jun Ahn**'s main research interests include intelligent and advanced information technologies that are used for solving business and management problems. He has recently focused on intelligent agent systems and advanced web technologies such as Semantic Web and Web services which are believed to have great potential for the second wave of e-business revolution. The target application areas of his research involve supply chain management, knowledge management, and product recommendation in online shopping malls.

**Professor Jim Corner** has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, decision support systems and descriptive decision making in a managerial context. Topics researched by his current PhD students include environmental policy and decision making, the impact of questioning in knowledge transfer, and competitive advantage in techno-savvy organisations. He is well versed in the variety of research methods available.

**Dr Eric Deakins**' main research interests are in the areas of business information systems and processes, electronic business/government and supply chain management. A range of topics include information systems alignment; supply chain integration; dot.com innovation management and e-government sophistication metrics. He is well versed in a number of research methods.

**Dr Stuart Dillon** has a research background in managerial and executive decision making and problem structuring with an emphasis on descriptive behaviour. Current research also focuses on the manner by which strategic decisions are made in organisations. He is also involved in ongoing research concerned with the sophistication of e-local government. Much of Stuart’s research is qualitative and he has a particular interest in interpretive approaches.

**Professor Bob McQueen**’s research interests include groupware, knowledge management, electronic commerce and machine learning. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, and agreement in computer mediated groups. Current PhD students are investigating alignment between websites and business strategy, adoption of Internet banking, groupware and virtual entrepreneurship support, and electronic commerce adoption in government.

**Dr Peter Sun**’s main research interests are knowledge management, innovation, organisational learning and learning organisation. His research looks at theory development and applications in inter and intra organisational contexts. He has undertaken research in the manufacturing and service based industries and is versed in both qualitative and quantitative research methods.

---

Paper Details for 2008

For descriptions of MSYS (Management Systems) papers please refer to the relevant area of study.
Why choose International Management?

International management is the field of management that deals with business activities that cross national boundaries. This encompasses the movement of goods, services, capital, technology and personnel. The dramatic liberalisation that has occurred in New Zealand in recent years means the relevant competitive arena for many organisations is now an international one. New Zealand’s dependence on international trade, growing links within the Asia Pacific Rim and product diversification means the quality and appropriateness of management education will be important influences on its international competitiveness.

International management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists International management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include Accounting, Communication, Economics, Finance, Languages, Human Resource Management, Strategic Management and Tourism Management.

Contact for International Management

Associate Professor Michèle Akoorie – Undergraduate and Graduate
MSB.4.32 ext.8642 mema@waikato.ac.nz
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS (Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertIntMgt</th>
<th>PGCertIntMgt</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>ECON200</td>
<td>A B</td>
<td>Macroeconomics and the Global Economy</td>
<td>✔✔✔✔</td>
<td>✔✔</td>
<td>✔✔</td>
<td>✔✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON236</td>
<td>B</td>
<td>Comparative Economic Performance</td>
<td>✔✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>FINA202</td>
<td>B</td>
<td>Electronic Finance</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM231</td>
<td>A</td>
<td>Interpersonal Communication</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG209</td>
<td>S A B</td>
<td>Principles of Marketing and International Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG251</td>
<td>A B</td>
<td>Marketing Strategy</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>TOMG202</td>
<td>S B</td>
<td>Managing Tourism Demand and Behaviour</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG203</td>
<td>A B</td>
<td>Tourism Package Operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>ACCT331</td>
<td>A</td>
<td>Management Accounting</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON306</td>
<td>A</td>
<td>International Trade and Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON319</td>
<td>S</td>
<td>China’s Economic Development</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON336</td>
<td>B</td>
<td>Comparative Economic Performance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA317</td>
<td>B</td>
<td>International Corporate Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG343</td>
<td>S A B</td>
<td>Business Research Methods</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG351</td>
<td>A B</td>
<td>Marketing Strategy</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS377</td>
<td>A</td>
<td>Supply Chain Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG311</td>
<td>A</td>
<td>The International Business Environment</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG346</td>
<td>A</td>
<td>Electronic Commerce: Competing on the Edge</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG388</td>
<td>B</td>
<td>Strategic Alliances and Networks</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG301</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOST306</td>
<td>A</td>
<td>Geographies of Tourism Planning and Development</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>ECON406</td>
<td>A</td>
<td>International Trade and Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON419</td>
<td>S</td>
<td>China’s Economic Development</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FINA417</td>
<td>B</td>
<td>International Corporate Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG488</td>
<td>A</td>
<td>International Human Resource Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM476</td>
<td>A</td>
<td>Communicating Across Cultures</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG453</td>
<td>B</td>
<td>International Marketing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS435</td>
<td>A</td>
<td>Managerial Decision Making</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS477</td>
<td>A</td>
<td>Supply Chain Integration</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG412</td>
<td>B</td>
<td>International Business Strategy</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG403</td>
<td>B</td>
<td>Managing Tourism Experiences in the Pacific Rim</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>ACCT506</td>
<td>A</td>
<td>International Accounting</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ACCT551</td>
<td>B</td>
<td>International Tax Strategies</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON517</td>
<td>A</td>
<td>Applied Regional and General Equilibrium Analysis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON531</td>
<td>B</td>
<td>International Trade: Theory and Policy Issues</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON532</td>
<td>B</td>
<td>International Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON544</td>
<td>A</td>
<td>Research Methods in Economics and Finance</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MCOM576</td>
<td>B</td>
<td>Intercultural Communication</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MCOM584</td>
<td>B</td>
<td>Global Issues in Public Relations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MKTG507</td>
<td>A</td>
<td>The Research Process: Marketing and International Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MKTG553</td>
<td>A</td>
<td>International Marketing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

Bachelor of Management Studies (BMS)

International Management

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers:
- STMG311 The International Business Environment
- STMG412 International Business Strategy
- and either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
- and either MCOM476 Communicating Across Cultures or MKTG453 International Marketing
- 40 points from the following list of electives*:
  - ECON200 Macroeconomics and the Global Economy
  - ECON236/336 Comparative Economic Performance
  - MCOM231 Interpersonal Communication
  - TOMG202 Managing Tourism Demand and Behaviour
  - TOMG203 Tourism Package Operations
  - ACCT331 Management Accounting
  - ECON319/419 China’s Economic Development
  - HRMG343 Business Research Methods**
  - MSYS377 Supply Chain Management
  - STMG346 Electronic Commerce: Competing on the Edge
  - STMG388 Strategic Alliances and Networks
  - TOMG301 Entrepreneurship in Tourism and Hospitality
  - TOST306 Geographies of Tourism Planning and Development
  - HRMG488 International Human Resource Management
  - MSYS435 Managerial Decision Making
  - MSYS465 Business Analysis and Consultancy
  - MSYS477 Supply Chain Integration
  - TOMG403 Managing Tourism Experiences in the Pacific Rim

Note: *Some papers have prerequisites and careful programme planning is required. **Students planning to take STMG499 must take the prerequisite paper HRMG343 as one of their electives.

International Management Language Specialisations

Subject to Academic Board approval the following specialisations will be available from 2008.

Each International Management Language Specialisation requires the following compulsory papers:
- STMG311 The International Business Environment
- STMG412 International Business Strategy
- *either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
• *either* MCOM476 Communicating Across Cultures or MKTG453 International Marketing

*Note:* If the BMS core 499 Report of an Investigation paper involves a project that requires the student to undertake study/research in another country, then it may be counted for the major in place of ECON306/406, FINA317/417, MCOM476, or MKTG453.

In addition to the above requirements each language specialisation has specific requirements as outlined below:

**International Management – Chinese**

The following papers are compulsory:
- CHIN201 Chinese Language 2: Part A
- CHIN202 Chinese Language 2: Part B

**and** 20 points from the following list of electives:
- CHIN301 Chinese Language 3: Part A
- CHIN303 Chinese History and Social Institutions
- CHIN304 Visualising China: Film, Media and Culture
- CHIN307 Political and Economic Modernisation in Chinese-speaking Asia
- ECON319/419 China’s Economic Development

*Note:* Students with no previous experience of Chinese must take CHIN101 Chinese Language 1: Part A and CHIN102 Chinese Language 1: Part B as elective or additional papers. Please also note that students who are native Mandarin Chinese speakers may not take this specialisation.

**International Management – French**

The following papers are compulsory:
- FREN231 French Language Intermediate 1
- FREN232 French Language Intermediate 2
- FREN301 French Language 3

*Note:* Students with no previous experience of French must take FREN131 French for Beginners 1 and FREN132 French for Beginners 2 as elective or additional papers.

**International Management – German**

The following papers are compulsory:
- GERM231 German Language Intermediate 1*
- GERM233 German Language Intermediate 2*
- GERM301 German Language Studies 3

*Students who have 14 or more credits at NCEA level 3 or above may take, GERM293 Germany, Europe and the Media or GERM202 From Luther to Love Parade: A Survey of German Literary Culture, in place of GERM231 or GERM233. Please also note that*

*Note:* Students with no previous experience of German must take GERM131 German for Beginners 1 and GERM132 German for Beginners 2 as elective or additional papers. Please also note that all students are strongly recommended to take GERM102 Culture and Society as an additional paper.

**International Management – Japanese**

The following papers are compulsory:
- JAPA201 Intermediate Japanese Part A
- JAPA202 Intermediate Japanese Part B

**and** 20 points from the following list of electives:
- JAPA301 Advanced Japanese I
- JAPA302 Advanced Japanese II


**International Management – Spanish**

The following papers are compulsory:
- SPAN231 Intermediate Spanish 1
- SPAN232 Intermediate Spanish 2
- SPAN310 Spanish 3

*Note:* Students with no previous experience of Spanish must take SPAN131 Spanish for Beginners 1 and SPAN132 Spanish for Beginners 2 as elective or additional papers.

**International Management – Te Reo Māori**

The following papers are compulsory:
- MAOR213 Te Reo Māori Post Intermediate 1
- MAOR214 Te Reo Māori Post Intermediate 2

*Note:* Students must take MAOR101 and MAOR110 as elective or additional papers. Students with no previous experience in Māori will also need to complete MAOR111 and MAOR112.
### Bachelor of Management Studies with Honours (BMS(Hons))

**International Management**

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers:
- STMG311 The International Business Environment
- STMG588 International Business Strategy
- **and either** ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
- **and either** MCOM476 Communicating Across Cultures or MKTG453 International Marketing

*and you may select the remaining two papers from the listed elective papers for the BMS International Management major and/or the following list of electives*:
- ECON517 Applied Regional and General Equilibrium Analysis
- MKTG507 The Research Process: Marketing and International Management
- MSYS555 Strategic Information Systems
- MSYS556 E-Business Technologies and Theories
- MSYS576 21st Century Logistics
- MSYS577 E-Enabled Agile Supply Chains
- STMG501 Global Business: Strategic Marketing and Management
- STMG511 International Business Management
- STMG517 Current Issues in International Management
- TOMG501 International Tourism and Hospitality Marketing
- TOMG507 Hotel and Resort Operations Management

BMS(Hons) students may also include one of the international management specialisations listed for the BMS degree.

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects. If you have only selected one 500 level paper for your major then a further 90 points at 500 level is required to meet the degree regulations.

*Note*: Some papers have prerequisites and careful programme planning is required.

### Second Major for other degrees

**International Management**

Students who are not enrolled in the above qualification may still take International Management as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:
- MKTG209 Principles of Marketing and International Management
- STMG311 The International Business Environment

*and a further 80 points from the following list of electives:*
- ECON200 Macroeconomics and the Global Economy
- ECON236/336 Comparative Economic Performance
- FINA202 Electronic Finance
- MCOM231 Interpersonal Communication
- ECON319/419 China’s Economic Development
- MKTG351 Marketing Strategy
- STMG347 Comparative Styles of Strategy Making
- STMG388 Strategic Alliances and Networks
- MCOM476 Communicating Across Cultures
- MKTG453 International Marketing
- STMG412 International Business Strategy

### Graduate Certificate in International Management (GradCert(IntMgt))

**Requirements**

60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.

The following programme of study is recommended:

You are recommended to include the following papers:
- MKTG209 Principles of Marketing and International Management
- STMG311 The International Business Environment

*and a further 20 points from the following list of electives:*
- ECON200 Macroeconomics and the Global Economy
• MCOM476 Communicating Across Cultures
• STMG347 Comparative Styles of Strategy Making
• STMG388 Strategic Alliances and Networks
• STMG412 International Business Strategy

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in International Management (GradDip(IntMgt))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• MKTG209 Principles of Marketing and International Management
• STMG311 The International Business Environment
• STMG412 International Business Strategy
• and either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance

and a further 40 points from the following list of electives:
• ECON200 Macroeconomics and the Global Economy
• ECON236/336 Comparative Economic Performance
• FINA202 Electronic Finance
• MCOM231 Interpersonal Communication
• MKTG251 Marketing Strategy
• TOMG202 Managing Tourism Demand and Behaviour
• TOMG203 Tourism Package Operations
• ACCT331 Management Accounting
• ECON319/419 China’s Economic Development
• MKTG351 Marketing Strategy
• MSYS377 Supply Chain Management
• STMG346 Electronic Commerce: Competing on the Edge
• STMG388 Strategic Alliances and Networks
• TOMG301 Entrepreneurship in Tourism and Hospitality
• TOST306 Geographies of Tourism Planning and Development
• HRMG488 International Human Resource Management
• MCOM476 Communicating Across Cultures
• ACCT506 International Accounting
• ACCT551 International Tax Strategies
• ECON517 Applied Regional and General Equilibrium Analysis
• ECON531 International Trade: Theory and Policy Issues
• ECON532 International Finance
• ECON544 Research Methods in Economics and Finance

It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Certificate in International Management (PGCert(IntMgt))

Requirements
60 points at 500 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in International Management (PGDip(IntMgt))

Requirements
120 points at 500 level. Available papers are listed in the above table.
You must include the following paper:
• STMG588 International Business Strategy

and 90 points from the following list of electives*:
• ACCT506 International Accounting
• ACCT551 International Tax Strategies
• ECON517 Applied Regional and General Equilibrium Analysis
• ECON531 International Trade: Theory and Policy Issues
• ECON532 International Finance
• ECON544 Research Methods in Economics and Finance

*It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.
• MCOM576 Intercultural Communication
• MCOM584 Global Issues in Management
• MKTG507 The Research Process: Marketing and International Management
• MKTG553 International Marketing
• MSYS511 Creating and Managing Organisational Knowledge and Learning
• MSYS555 Strategic Information Systems
• MSYS556 E-Business Technologies and Theories
• MSYS576 21st Century Logistics
• MSYS577 E-Enabled Agile Supply chains
• STMG501 Global Business: Strategic Marketing and Management
• STMG511 International Business Environment
• STMG517 Current Issues in International Management
• TOMG501 International Tourism and Hospitality Marketing
• TOMG507 Hotel and Resort Operations Management

*Note: Some papers have prerequisites and careful programme planning is required. It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

<table>
<thead>
<tr>
<th>Master of Management Studies (MMS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Management</td>
</tr>
</tbody>
</table>
| 120 points at 500 level. Available papers are listed in the above table. You must include a dissertation (30 or 60 points) or thesis (90 or 120 points), and a research methodology paper unless passed previously, normally all within the major subject area. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

<table>
<thead>
<tr>
<th>Master of Philosophy and Doctor of Philosophy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact the Department’s Graduate Convenor</td>
</tr>
</tbody>
</table>

PhD Supervisors

The following provides information about the supervisors who are qualified to supervise in the international management subject area.

**Associate Professor Michèle Akoorie**'s research interests are in the areas of foreign direct investment (FDI) and government policy, history of FDI in the New Zealand economy, clusters, industrial districts, SMEs, multinational enterprises and nation states, clusters and international competitiveness and the drivers of environmentalism in the New World wine industries.

**Dr Paresha Sinha**'s research interests are in the areas of transformational organisational leadership, the role of innovation and creativity in effective leadership of multinational enterprises and the drivers of environmentalism in the New World wine industries.

Paper Details for 2008

For descriptions of ACCT (Accounting), ECON (Economics), FINA (Finance), HRMG (Human Resource Management), MCOM (Management Communication), MKTG (Marketing), MSYS (Management Systems), STMG (Strategic Management), TOMG (Tourism Management) papers please refer to the relevant area of study.

For descriptions of TOST papers please refer to the Faculty of Arts and Social Sciences.
Management and Sustainability

Interests
- Environmental Issues
- Natural Resource Management
- Environmental Research
- Environmental Policy Analysis

Careers
- Natural Resource Manager
- Environmental Policy Analyst
- Corporate Environmental Manager
- Government Environmental Manager

Employers
- Private Firms and Government Organisations
- Conservation Organisations
- International Agencies
- Private Consultancy Firms

Why choose Management and Sustainability?
Management and sustainability has replaced the environment and management graduate diploma and postgraduate diploma programmes of study. If you would like to undertake a Master of Management Studies please refer to the Environment and Management section of this handbook.

The Graduate Diploma in Management and Sustainability will give you an understanding necessary for management at the interface between organisations, the environment and society. It focuses on issues of environmental management, corporate social responsibility and the activities of firms, government organisations and NGOs. The programme provides a sound basis for a career as an analyst or manager committed to a sustainable world.

Contacts for Management and Sustainability
Administrator
MSB2.15 ext.4758 mfitzy@waikato.ac.nz
Dr Dan Marsh
MSB2.19 ext.4950 dmarsh@waikato.ac.nz
Professor Ric Scarpa
MSB2.13 ext.4848 rscarpa@waikato.ac.nz
Professor Frank Scrimgeour
MSB2.14 ext.4415 scrim@waikato.ac.nz
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>GradDipMgtStn</th>
<th>PGDipMgtStn</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>ECON316</td>
<td>A</td>
<td>Dimensions of Sustainability</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG344</td>
<td>A</td>
<td>Business, Government and Society</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>ACCT407</td>
<td>B</td>
<td>Accounting for Sustainability</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON415</td>
<td>B</td>
<td>Environmental and Natural Resource Economics</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ECON416</td>
<td>A</td>
<td>Dimensions of Sustainability</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STMG425</td>
<td>B</td>
<td>Managing with Spirit</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>5</td>
<td>ACCT507</td>
<td>A</td>
<td>Accounting, Sustainability and a Changing Environment</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ACCT541</td>
<td>A</td>
<td>Fraud Auditing</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>DEVS502</td>
<td>A</td>
<td>Sustainable Resource Concepts</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ECON538</td>
<td>A</td>
<td>Natural Resource Economics</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ENVRS90</td>
<td>A</td>
<td>Directed Study</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ENVRS91</td>
<td>C</td>
<td>Environment and Management Dissertation</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ENVS521</td>
<td>Y</td>
<td>Environmental Evaluation</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM584</td>
<td>B</td>
<td>Global Issues in Public Relations</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>POLS537</td>
<td>A</td>
<td>Environmental Politics and Public Policy</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG580</td>
<td>A</td>
<td>Strategies for Sustainability</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG502</td>
<td>B</td>
<td>Tourism Development and the Environment</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Qualification and Specific Subject Requirements

#### Graduate Diploma in Management and Sustainability (GradDip(MgtStn))

**Requirements**
- 120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
  - ECON316/416 Dimensions of Sustainability
  - STMG344 Business, Government and Society
  - ACCT407 Accounting for Sustainability
  - ECON415 Environmental and Natural Resource Economics
- It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

#### Postgraduate Diploma in Management and Sustainability (PGDip(MgtStn))

**Requirements**
- 120 points at 500 level. Available papers are listed in the above table.
- You must include at least 60 points from the following list of electives:
  - ACCT507 Accounting for Sustainability and a Changing Environment
  - ECON538 Natural Resource Economics
  - ECON539 Environmental Economics
  - MCOM584 Global Issues in Management
  - STMG580 Strategies for Sustainability
- and no more than 60 points from the following list of electives:
  - ACCT541 Fraud Auditing
  - DEVS502 Resource Issues
  - ENVS521 Environmental Evaluation
It is possible to take 30 points from outside the subject with the permission of the Department's Graduate Convenor. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy
Contact the Department’s Graduate Convenor

PhD Supervisors
Students interested in enrolling in a MPhil or PhD are invited to make contact in the first instance with the graduate convenor, Frank Scrimgeour, scrim@waikato.ac.nz. The following list provides an indication of research expertise for staff who are qualified to supervise management and sustainability PhD study.

Dr Eva Collins’ broad interests include strategic environmental management, business and government strategy and changes in organisational structure.

Dr Dan Marsh’s research interests include environmental and natural resource economics, biotechnology and innovation.

Professor Juliet Roper’s areas of interest are in communicating sustainability.

Professor Ric Scarpa’s research interests are environmental economics, natural resource economics, and economic modelling.

Professor Frank Scrimgeour’s current research focuses on environmental and natural resource economics.

Paper Details for 2008
For descriptions of ACCT (Accounting), ECON (Economics), ENVR (Environment and Management), MCOM (Management Communication), MSYS (Management Systems), STMG (Strategic Management) and TOMG (Tourism Management) papers please refer to the relevant area of study.

For descriptions of DEVS papers please refer to the School of Māori and Pacific Development, for ENVS papers please refer to the School of Science and Engineering and for POLS papers please refer to the Faculty of Arts and Social Sciences.
Management Communication

Interests
- Organisational Communication
- Interpersonal Relationships
- Communication and Leadership
- Business Speaking and Writing
- Consultation
- Managing Diversity
- Conflict Management and Negotiation

Careers
- Political/Community Leader
- Communication Consultant
- Professional Negotiator
- Management Trainer
- Professional Fundraiser
- Professional Freelance Writer

Employers
- Consultancy Firms
- Communication Industries
- Government Organisations
- Private Sector or Non for Profit Organisations
- Large Companies

Scholarships
- Bren Low Memorial Scholarship
- Waikato Times Scholarship in Communication Studies
- Brian Smith Memorial 499/599 Scholarship
- WMS International Exchange Scholarship

Please refer to the Orientation section of this handbook for further information.

Why choose Management Communication?

Every management task is completed through communication. To manage is to communicate. Therefore, a thorough understanding of management communication theory and practice is essential for the aspiring manager. So, it’s not surprising that on survey after survey, communication skills are at the top of the list of employers’ requirements. Nor is it surprising that research shows that communication skills are a good predictor of career success.

The major in management communication provides a solid grounding in the skills, theory, and practices of communication. The major is structured into two clear streams, one enhancing the writing and speaking skills of students and the other focusing on interaction skills, including interpersonal, intercultural, and strategic organisational communication capabilities.

Students doing a management communication major in either the BMS or BCS have a very wide employment field open to them.

Because of the fundamental importance of communication to all careers, the major is also an excellent second major alongside any other BMS or BCS major.

Management communication is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Management communication as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Management Communication

Undergraduate enquiries
Dr Nittaya Campbell
MSB4.35F ext.6281 nittaya@waikato.ac.nz

Dr Cheryl Cockburn-Wootten
MSB4.38 ext.6377 cwootten@waikato.ac.nz

Dr Prue Holmes
MSB4.35I ext.4141 pholmes@waikato.ac.nz

Dr Mary Simpson
MSB4.35 ext.8357 mary@waikato.ac.nz

Graduate enquiries
Dr Shiv Ganesh
MSB4.37 ext.8529 sganesh@waikato.ac.nz

Dr Prue Holmes
MSB4.35I ext.4141 pholmes@waikato.ac.nz

Professor David McKie
MSB4.35D ext.4197 dmckie@waikato.ac.nz

Associate Professor Debashish Munshi
MSB4.35K ext.4450 munshi@waikato.ac.nz

Professor Ted Zorn
MSB4.35D ext.4776 tzorn@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BCS</th>
<th>BCS(Hons)</th>
<th>2nd Major for other Degrees</th>
<th>GradCert</th>
<th>MgtComm</th>
<th>GradDip</th>
<th>MgtComm</th>
<th>PCCert</th>
<th>MgtComm</th>
<th>PGCert</th>
<th>MgtComm</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MCOM200</td>
<td>S A B</td>
<td>Management Communication</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM220</td>
<td>A</td>
<td>Communication Theory</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM231</td>
<td>A</td>
<td>Interpersonal Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM292</td>
<td>B</td>
<td>Business Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG241</td>
<td>S A B</td>
<td>Organisational Behaviour</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS212</td>
<td>S B</td>
<td>Information Technology in Organisations</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>MCOM330</td>
<td>S</td>
<td>Professional Speaking and Speechwriting</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM331</td>
<td>A</td>
<td>Managing Conflict and Consensus</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM332</td>
<td>A</td>
<td>Professional and Public Relations Writing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM387</td>
<td>Y A B</td>
<td>Communication Internship</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM390</td>
<td>Y A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM392</td>
<td>B</td>
<td>Managing Organisational Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM398</td>
<td>A</td>
<td>Careers and Communication Consulting Methods</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM399</td>
<td>B</td>
<td>Communication Investigation in the Workplace</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG341</td>
<td>A</td>
<td>Managerial Behaviour</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG342</td>
<td>A B</td>
<td>Human Resource Management</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG330</td>
<td>B</td>
<td>Management Technology and Organisation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MCOM430</td>
<td>S</td>
<td>Professional Speaking and Speechwriting</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM431</td>
<td>B</td>
<td>Negotiation and Persuasion</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM432</td>
<td>A</td>
<td>Professional and Public Relations Writing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM476</td>
<td>A</td>
<td>Communicating Across Cultures</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM490</td>
<td>Y A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG402</td>
<td>B</td>
<td>Human Resource Management and Practice</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>MCOM530</td>
<td>A</td>
<td>Communication Research Methods</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM566</td>
<td>S</td>
<td>Special Topic</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM576</td>
<td>B</td>
<td>Intercultural Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM579</td>
<td>B</td>
<td>Communication in Organisations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM583</td>
<td>A</td>
<td>Communication and Leadership</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM584</td>
<td>B</td>
<td>Global Issues in Public Relations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM585</td>
<td>A</td>
<td>Corporate Public Relations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM590</td>
<td>SYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM591</td>
<td>C</td>
<td>Management Communication Dissertation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM592</td>
<td>C</td>
<td>Management Communication Dissertation</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM593</td>
<td>C</td>
<td>Management Communication Thesis</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM594</td>
<td>C</td>
<td>Management Communication Thesis</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

Bachelor of Management Studies (BMS)

Management Communication
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.
You must include the following papers:
• MCOM231 Interpersonal Communication
• MCOM292 Business Communication
• MCOM392 Managing Organisational Communication
and 60 points from the following list of electives:
• MCOM220 Communication Theory
• MCOM330 Professional Speaking and Speechwriting
• MCOM331 Managing Conflict and Consensus
• MCOM332 Professional and Public Relations Writing
• MCOM380 Special Topic: Communication and the Virtual Workplace
• MCOM387 Communication Internship
• MCOM390 Directed Study
• MCOM398 Careers and Communications Consulting Methods
• MCOM430 Professional Speaking and Speechwriting
• MCOM431 Negotiation and Persuasion
• MCOM432 Professional and Public Relations Writing
• MCOM476 Communicating Across Cultures
• MCOM480 Special Topic: Communication and the Virtual Workplace
• MCOM490 Directed Study
The following papers may be taken at 100 level but do not count towards a major:
• MCOM102 Communication and Cyberspace
• MCOM103 Journalism and Professional Practices
• MCOM104 Business Writing
• MCOM133 Introduction to Corporate Communication
Note: MCOM233 Public Relations Practice, MCOM235 Media and Public Relations, MCOM333 Public Relations Campaigns, MCOM334 Public Relations Cases, MCOM337 Advertising, Branding and Identity.Com and MCOM434 Public Relations Cases may not be counted towards this major.

Bachelor of Management Studies with Honours (BMS(Hons))

Management Communication
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and which must include at least 30 points at 500 level. Available papers are listed in the above table.
You must include the following papers:
• MCOM231 Interpersonal Communication
• MCOM292 Business Communication
• MCOM392 Managing Organisational Communication
and at least 60 points (two papers) from the following list:
• MCOM565 Communication and Organisational Change
• MCOM576 Intercultural Communication
• MCOM579 Communication in Organisations
• MCOM583 Communication and Leadership
• MCOM586 Communication and Technology
and you may select any remaining papers from the listed elective papers for the BMS Management Communication major and/or the following list of electives:
• MCOM530 Communication Research Methods
• MCOM566 Special Topic
• MCOM581 Public Relations and Sport
• MCOM582 Public Relations in the Culture Industries
• MCOM584 Global Issues in Management
• MCOM585 Corporate Public Relations
• MCOM586 Communication & Technology
The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 60 points at 500 level is required to meet the degree regulations.

### Bachelor of Communication Studies (BCS)

**Management Communication**
- 120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
  - MCOM231 Interpersonal Communication
  - MCOM292 Business Communication
  - MCOM392 Managing Organisational Communication
  - and a further 60 points from the following list of electives:
  - MCOM200 Management Communication
  - MCOM330 Professional Speaking and Speech Writing
  - MCOM331 Managing Conflict and Consensus
  - MCOM332 Professional and Public Relations Writing
  - MCOM387 Communication Internship
  - MCOM398 Careers and Communication Consulting Methods
  - MCOM390 Directed Study
  - MCOM399 Communication Investigation in the Workplace
  - MCOM430 Professional Speaking and Speech Writing
  - MCOM431 Negotiation and Persuasion
  - MCOM432 Professional and Public Relations Writing
  - MCOM476 Communicating Across Cultures
  - MCOM490 Directed Study
  - MCOM490 Directed Study
  - *This paper is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations.

20 points from the above list of electives may be substituted with 20 points from the following list of electives:

- HRMG241 Introduction to Organisational Behaviour
- MSYS212 Information Technology in Organisations
- HRMG341 Managerial Behaviour
- HRMG342 Human Resource Management
- STMG330 Management, Technology and Organisations
- HRMG402 Human Resource Management and Practice

**Note:** MCOM233 Public Relations Practice, MCOM235 Media and Public Relations, MCOM333 Public Relations Campaigns, MCOM337 Advertising, Branding and Identity. Com and MCOM434 Public Relations Cases may not be counted towards this major.

### Bachelor of Communication Studies with Honours (BCS(Hons))

**Management Communication**
- 120 points at 500 level. Available papers are listed in the above table.
- You must include at least 60 points from the following list of electives:
  - MCOM565 Communication and Organisational Change
  - MCOM576 Intercultural Communication
  - MCOM579 Communication in Organisations
  - MCOM583 Communication and Leadership
  - MCOM586 Communication & Technology
  - and up to 60 points from the following list of electives:
  - MCOM530 Communication Research Methods
  - MCOM566 Special Topic
  - MCOM581 Public Relations and Sport
  - MCOM582 Public Relations in the Culture Industries
  - MCOM584 Global Issues in Management
  - MCOM585 Corporate Public Relations
  - MCOM586 Communication & Technology
  - MCOM590 Directed Study
  - MCOM591 Dissertation (30 points)
Second Major for other degrees

**Management Communication**

Students who are not enrolled in one of the above qualifications may still take Management Communication as a second major. The requirements are as follows:

- 120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
  - MCOM231 Interpersonal Communication
  - MCOM292 Business Communication
  - MCOM392 Managing Organisational Communication

**Graduate Certificate in Management Communication** (GradCert(MgtComm))

**Requirements**

- 60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Graduate Diploma in Management Communication** (GradDip(MgtComm))

**Requirements**

- 120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
  - MCOM200 Management Communication
  - MCOM392 Managing Organisational Communication
  - a further 80 points from the following list of electives:
    - MCOM231 Interpersonal Communication
    - MCOM292 Business Communication
    - MCOM330 Professional Speaking and Speechwriting
    - MCOM331 Managing Conflict and Consensus
    - MCOM332 Professional and Public Relations Writing
    - MCOM398 Careers and Communication Consulting Methods
    - MCOM430 Professional Speaking and Speechwriting
    - MCOM431 Negotiation and Persuasion
    - MCOM432 Professional and Public Relations Writing
    - MCOM476 Communicating Across Cultures
- It is possible to take up to 40 points from outside of the subject with the permission of the Department’s Graduate Convenor.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Graduate Diploma in Dispute Resolution** (GradDip(DR))

**Requirements**

- 120 points above 100 level including 80 points above 200 level.
- The following papers are compulsory:
  - LAWS205 Foundations in Legal Studies
  - LAWS306 Dispute Resolution
  - MCOM331 Managing Conflict and Consensus
- and at least 20 points from the following list of electives:
  - LAWS449 Mediation: Law, Principles and Practice
  - MCOM431 Negotiation and Persuasion
- and no more than 40 points from the following list of electives:
  - LAWS202 Public Law B
  - MCOM231 Interpersonal Communication
  - HDCO340 Perspectives on Counselling
  - HRMG401 Human Resource Management and Employment Relations
  - LAWS405 The Treaty of Waitangi in Contemporary Aotearoa / New Zealand
  - LAWS408 Family Law
  - LAWS420 Employment Law
  - LAWS428 Fair Trading and Consumer Law
  - LAWS434 Environmental Law
  - LAWS489 Directed Study (module)
### Postgraduate Certificate in Management Communication (PGCert(MgtComm))

**Requirements**
- 60 points at 500 level. Available papers are listed in the above table.
- You are required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

### Postgraduate Diploma in Management Communication (PGDip(MgtComm))

**Requirements**
- 120 points at 500 level. Available papers are listed in the above table.
- You must include at least 60 points from the following list of electives:
  - MCOM565 Communication and Organisational Change
  - MCOM576 Intercultural Communication
  - MCOM579 Communication in Organisations
  - MCOM583 Communication and Leadership
  - MCOM586 Communication & Technology
  - MCOM585 Corporate Public Relations
  - MCOM588 Communication Research Methods
  - MCOM590 Directed Study
  - MCOM591 Dissertation (30 points)
- It is possible to take 30 points from outside the subject with the permission of the Department's Graduate Convener.
- You are required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

### Master of Management Studies (MMS)

**Management Communication**
- 120 points at 500 level. Available papers are listed in the above table.
- You must include a dissertation MCOM591 or MCOM592 (30 or 60 points) or thesis MCOM593 or MCOM594 (90 or 120 points), the prerequisite for which is the research methodology paper MCOM530 Communication Research Methods, normally all within the major subject area.
- Prior to, or during a masters degree in management communication at least 60 points must be passed from the following list:
  - MCOM565 Communication and Organisational Change
  - MCOM576 Intercultural Communication
  - MCOM579 Communication in Organisations
  - MCOM583 Communication and Leadership
  - MCOM586 Communication & Technology
- You will be required to meet with the Department’s Graduate Convener to discuss an appropriate personal programme of study.

### Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convener
**PhD Supervisors**

We are always pleased to consider applications for theses. Our current doctoral supervisors and their areas of interest are as follows:

**Dr Nittaya Campbell** researches in the areas of intercultural communication, business communication, and writing. In particular, she’s interested in issues involving international students, migrants and refugees, and workplace diversity; best practice in written communication in business and professional contexts; and the concept of “plain English” as a strategy for optimal audience-orientated communication.

**Adjunct Professor George Cheney** specialises in the area of organisational communication, having strong secondary interests in rhetorical and social criticism and critical discourse analysis. His research draws upon both social-scientific and humanistic traditions in an effort to understand better organisational experience and to enhance contemporary work life. His current research centres on such topics as organisational identity, employee participation and workplace democracy, patterns in corporate public discourse (especially public relations and marketing), and business ethics.

**Dr Cheryl Cockburn-Wootten** is interested in identity, gender and emotion, in relation to organisational communication and management studies. Her other interests are in theoretical, epistemological debates within the qualitative research field and she enjoys unravelling the ‘Gordian Knot’ of paradigms!

**Dr Fabrice Desmarais** focuses on research in advertising, sport and culture. Fabrice is currently conducting research on the use of sport endorsers in advertising in several advertising agencies around the world. Fabrice also has experience working in the advertising industry as a creative at the Images & Co advertising agency. He has worked on various advertising accounts including Chocody and Air France.

**Dr Shiv Ganesh** is interested in communication issues as they emerge in the contexts of globalisation, international development, non-government and non-profit organisations, technology, and global social protests. He has conducted and published research on all these subjects.

**Dr Prue Holmes’** general area of research is in intercultural communication. Her work has explored international students’ learning and communication and, more recently, she has focused on intercultural communication competence in pluricultural contexts. She also researches communication with Chinese people, in particular, Chinese students as sojourners and migrants. Other intercultural research includes migrants and ICTs. Prue has migrant community involvement through her role as Trustee of the Hamilton Multicultural Services Trust. A second strand of her research draws on her work and research experience in China and Hong Kong. Currently, her research includes academic writing in the business context, and the development of writing programmes with the Waikato Management School programmes in China.

**Professor David McKie** has interests across the spectrum of communications media, new technologies, and public relations. His work is interdisciplinary and takes a multi-methodological approach to qualitative investigation. Current research includes environmental issues (especially in relation to media and public relations), leadership communication, futures and scenarios, managing organisational diversity, creativity, imagination and intuition in organisations, and business applications of cyberspace, postmodernism and new science.

**Associate Professor Debashish Munshi** looks at media and management discourses through a variety of lenses, including postcolonial, subaltern and feminist ones. His field of study encompasses journalism, public relations, organisational communication, and intercultural communication. He has a special interest in issues of diversity.

**Professor Ted Zorn** studies organisational communication, with particular interests in organisational change related communication, implementation of new communication technologies, enhancing staff well-being, and interpersonal influence processes (e.g. leadership, consensus building, and communication skills/abilities).
Paper Details for 2008

For descriptions of HRMG (Human Resource Management), MSYS (Management Systems) and STMG (Strategic Management) papers please refer to the relevant area of study.

MCOM102-08A (HAM), 08B (HAM)

Communication and Cyberspace

(Points: 15)

This paper introduces students to critical communication competencies, concepts, and issues that they are likely to encounter during the course of their lives as citizens, communicating professionals, community members, and at-large participants in our highly mediated world. It does so by using the broad theme of ‘communication and cyberspace’ to revisit age-old problems involved in developing thoughtful, effective, ethical, and socially significant communication practices and skills.

Convenor: Dr Shiv Ganesh

Internal assessment/Exam ratio: 2:1

MCOM103-08B (HAM)

Journalism and Professional Practices

(Points: 15)

Knowledge of journalism has relevance for many career options such as organisational communication, corporate communication and public relations. This paper provides an introduction to print and broadcast journalism and gives students practical opportunities to produce real news stories for telecast.

Convenor: AProf Debashish Munshi

Internal assessment/Exam ratio: 2:1

MCOM104-08A (HAM), 08B (HAM)

Business Writing

(Points: 15)

This paper provides you with the writing and communication skills, including the tools for analysis and argumentation, needed to write effective business documents. It will also assist you to develop clear, accurate, and concise writing skills.

Convenor: Dr Prue Holmes

Internal assessment/Exam ratio: 2:1

Restrictions: ALED100

MCOM133-08B (HAM)

Introduction to Corporate Communication

(Points: 15)

This paper offers an introduction to the field of corporate communication, including public relations, marketing, advertising, and branding. It focuses on the creative elements of corporate communication, including its role in the promotion of organisations, their products and services. The paper also examines business ethics and sustainability in the context of corporate communication and the specific challenges posed for corporate communication practice in New Zealand.

Convenor: Prof David McKie

Internal assessment/Exam ratio: 2:1

Prerequisites:

either ELSA101, MCOM104, MAOR111, or 14 credits at Level 3 in NCEA Classical Studies (including achievement standard 3.3), English, History (including achievement standard 3.5), Media Studies, or Te Reo Māori

MCOM200-08S (HAM), 08A (HAM), 08B (HAM)

Management Communication

(Points: 20)

Managers spend a substantial portion of their day communicating with others – interacting, planning communication and interpreting others’ communication. Research shows that their skill in doing so is critical to their success. This paper, and the field of management communication, focuses on the processes by which managers communicate with others, both internal and external to the organisation.

We will explore the major communicative practices of management and introduce you to some of the major theories underlying management communication as an area of study. Additionally, you will develop your skills and knowledge in creating and analysing communication strategies.

For Semester 08A (HAM)

Convenor: Dr Fabrice Desmarais

Internal assessment/Exam ratio: 7:3

For Semester 08B (HAM) and 08S (HAM)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 7:3

MCOM220-08A (HAM)

Communication Theory

(Points: 20)

This paper explores a range of theories of communication and investigates the application of these theories to communication practice. Students will examine the many and varied ways of understanding the role of communication in the development of social, political, cultural and institutional identities and movements. The course will enable students to proceed into communication practice with a grounded contextual understanding of their roles and responsibilities as producers and users of communication, and as global citizens.

Convenors: Prof Kay Weaver, Dr Ann Hardy

Internal assessment/Exam ratio: 2:1

MCOM231-08A (HAM)

Interpersonal Communication

(Points: 20)

This paper develops your understanding of the principles of interpersonal communication and teaches you skills to become a more effective communicator. Topics covered include verbal and nonverbal messages, perception and listening, identity, and emotion in communication. We explore the part that interpersonal communication plays in areas such as interpersonal influence, dealing with conflict, and forming and managing professional relationships.

Convenor: AProf Debashish Munshi

Internal assessment/Exam ratio: 2:1

MCOM233-08A (HAM)

Public Relations Practices

(Points: 20)

This course presents various kinds of expertise used by public relations practitioners in their effort to build relationships between the organisation and its publics. It will focus on specific practical professional tools such as fundraising, event management, lobbying, community relations, managing investor relations, social marketing, research methods and more. MCOM233 is designed to prepare candidates for the MCOM333 course.

Convenor: Dr Margalit Toledano

Internal assessment/Exam ratio: 1:0

Note: This paper may not normally be taken towards a management communication major.
**MCOM235-08B (HAM)**

**Media and Public Relations**
(Points: 20)
Managing an organisation’s relationships with the mass media is a central aspect of public relations work. This paper provides you with the concepts and techniques which will enable you to develop effective and sustainable relationships with journalists and media publics in order to meet public relations objectives. The paper will cover writing for news media, working with ‘new’ social media, training in interview skills, and for television appearances, crisis management and the ethical dimension of these professional practices.

Convenor: Dr Alison Henderson
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM335
Note: This paper may not normally be counted towards a management communication major.

**MCOM237-08A (HAM)**

**Advertising Communication and Creativity**
(Points: 20)
This paper offers an introduction to advertising communication. It is a largely practical and creative paper designed to teach skills required for advertising work within the advertising/public relations industry. In this paper, you apply theoretical concepts and practical research in the analysis and production of advertisements and are introduced to advertising industry computer software packages. Regular guest speakers will give you insight into different aspects of the advertising industry.

Convenor: Dr Fabrice Desmarais
Internal assessment/Exam ratio: 1:0
Note: This paper may not normally be counted towards a management communication major.

**MCOM292-08B (HAM)**

**Business Communication**
(Points: 20)
This paper focuses on the theory and practice of business communication. It is designed to improve students' written and oral communication skills in the business context. Topics will include message organisation, proposal and report writing, employment communication, effective oral presentations, and communication in the technology age. Because practical communication skills are the core of the paper, a two-hour workshop each week provides the opportunity for students to practise the skills covered in the lectures.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 2:1

**MCOM330-08S (HAM)**

**Professional Speaking and Speechwriting**
(Points: 20)
This paper focuses on the skills, principles, and practices of developing, writing and delivering professional speeches and presentations. It is a highly practical paper with extensive practice in analysing, developing and presenting speeches across a wide range of professional purposes and contexts. These include persuasive speeches, business proposals, informative speeches, and speeches for special occasions. You learn to develop and deliver more dynamic and persuasive presentations.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM430

**MCOM331-08A (HAM)**

**Managing Conflict and Consensus**
(Points: 20)
This course builds knowledge and skills in theory and practice of conflict management and consensus building. With a focus on task groups you learn to analyse and manage conflict, and build consensus. We explore selected major theories of interpersonal communication as lenses through which to understand conflict and consensus processes. Dialogue and facilitation as skills and tools for sustainable working relationships and managing conflict and consensus are central aspects of the course. Therefore, the course uses interactive learning methods and student participation.

Convenor: Prof Ted Zorn
Internal assessment/Exam ratio: 1:0

**MCOM332-08A (HAM)**

**Professional and Public Relations Writing**
(Points: 20)
This paper is for those who wish to improve their practical writing skills or who intend to become communication professionals. You will focus on the practical writing and technical processes involved in planning, structuring, designing, writing, and editing a range of professional documents and learn to apply some of the theories underlying persuasive writing. You will produce a portfolio of professional documents for one or more fictional organisations, similar to documents you are likely to produce in the course of your professional communication career. Examples of the types of writing covered in the paper are annual reports, newsletters, brochures, instructions, and articles.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM292 is highly recommended
Restrictions: MCOM432

**MCOM333-08B (HAM)**

**Public Relations Campaigns**
(Points: 20)
Public Relations Campaigns is the capstone course in your public relations education. It prepares you for working in the world of public relations where practitioners need to possess communicative and planning skills. In groups you create a public relations campaign plan for a real client organisation. The practical campaign work allows you to demonstrate your knowledge of public relations strategies underpinned by sound research and applied theory. The best campaign plan submissions go forward to the Top Four Finals where groups compete to win The Chesterman Public Relations Campaign Award.

Convenor: Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM233
Note: This paper may not normally be counted towards a management communication major.
**MCOM344-08B (HAM)**

**Public Relations Cases**

(Points: 20)

This paper focuses on communication case studies which highlight the practical and ethical dilemmas confronting public relations professionals. Students will analyse the communication strategies employed by a variety of local and international organisations. The paper’s objective is to enable students to apply public relations concepts in a diverse range of contexts.

Convenor: Dr Michele Schoenberger-Orgad

Internal assessment/Exam ratio: 1:0

Prerequisites: MCOM233

Restrictions: MCOM434

Note: This paper may not normally be counted towards a management communication major.

**MCOM335-08B (HAM)**

**Media and Public Relations**

(Points: 20)

Managing an organisation’s relationships with the mass media is a central aspect of public relations work. This paper provides you with the concepts and techniques which will enable you to develop effective and sustainable relationships with journalists and media publics in order to meet public relations objectives. The paper will cover writing for news media, working with ‘new’ social media, training in interview skills, and for television appearances, crisis management and the ethical dimension of these professional practices.

Convenor: Dr Alison Henderson

Internal assessment/Exam ratio: 1:0

Restrictions: MCOM235

**MCOM337-08B (HAM)**

**Advertising, Branding and Identity.com**

(Points: 20)

This paper examines electronic means of establishing and managing brand identities. It considers how both online and offline communication efforts (e.g., advertising and public relations) contribute to identity management. You identify and evaluate current issues in the online industry and apply both theoretical concepts and practical research in the analysis and production of online brand identity. Students develop a brand building website using a range of web design software.

Convenor: Dr Fabrice Desmarais

Internal assessment/Exam ratio: 1:0

Note: This paper may not normally be counted towards a management communication major.

**MCOM387-08A (HAM), 08B (HAM), 08Y (HAM)**

**Communication Internship**

(Points: 20)

The internship provides the opportunity to gain practical work-based experience with an organisation, communication department, or public relations department or agency. Students are responsible for finding their own internship position.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: all compulsory 200 level papers required for the BCS or BMS major in Management Communication or Public Relations, and at least one 300 level Management Communication or Public Relations major papers, with a minimum A grade average, and the approval of a learning agreement form by the Internship Coordinator.

**MCOM390-08A (HAM), 08B (HAM), 08Y (HAM)**

**Directed Study**

(Points: 20)

This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

**MCOM392-08B (HAM)**

**Managing Organisational Communication**

(Points: 20)

How do people organise other than through explicit communication? How do managers manage other than through explicit communication? This paper works from the perspective that communication constitutes much of what an organisation is. So, it focuses on how messages are constructed, expressed and interpreted within organisations today. The overall aim is to help you to understand the communication practices of organisational life and how to make them better.

Convenor: Dr Mary Simpson

Internal assessment/Exam ratio: 1:0

**MCOM398-08A (HAM)**

**Careers and Communication Consulting Methods**

(Points: 20)

This paper teaches students key research principles, approaches, and skills involved in conducting inquiry into communication practices, issues, and problems. The paper emphasises applied communication research and assessment, which is central in developing meaningful consulting practice. Additionally, it is intended to prepare you to conduct communication 399 and 499 projects that are rigorous, well presented, and useful to client organisations.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

**MCOM399-08B (HAM)**

**Communication Investigation in the Workplace**

(Points: 20)

This paper comprises a major piece of applied research. The report is normally prepared for an external sponsor and addresses a practical communication issue within the sponsor’s organisation. The paper provides experience in working and undertaking research in a real management environment and offers a very important link between the communication theories learnt during the course of your BCS studies and the practical application of that theory.

Convenor: Dr Cheryl Cockburn-Wootten

Internal assessment/Exam ratio: 1:0

Prerequisites: MCOM398

Equivalents: MKTG399

Note: This paper is only available for BCS students taking two majors from the following list: Management Communication, Marketing, and Public Relations.
**MCOM430-08S (HAM)**

**Professional Speaking and Speechwriting**
(Points: 20)

This paper focuses on the skills, principles, and practices of developing, writing and delivering professional speeches and presentations. It is a highly practical paper with extensive practice in analysing, developing and presenting speeches across a wide range of professional purposes and contexts. These include persuasive speeches, business proposals, informative speeches, and speeches for special occasions. You learn to develop and deliver more dynamic and persuasive presentations and to analyse and critique professional speaking practices.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM330

**MCOM431-08B (HAM)**

**Negotiation and Persuasion**
(Points: 20)

This paper provides you with the ability to critically examine the process of influence in organisations. Emphasis is placed on the processes by which organisational communicators attempt to influence internal and external individuals and groups. Through an exploration of theories of persuasive communication and extensive application and practice, you develop skills and knowledge for being more sophisticated consumers and producers of persuasive messages, particularly in the context of negotiation.

Convenor: Dr Alison Henderson
Internal assessment/Exam ratio: 1:0

**MCOM432-08A (HAM)**

**Professional and Public Relations Writing**
(Points: 20)

This paper is for those who wish to improve their practical writing skills or who intend to become communication professionals. You will focus on the practical writing and technical processes involved in planning, structuring, designing, writing, and editing a range of professional documents and learn to apply some of the theories underlying persuasive writing. You will produce a portfolio of professional documents for one or more fictional organisations, similar to documents you are likely to produce in the course of your professional communication career. Examples of the types of writing covered in the paper are annual reports, newsletters, brochures, instructions, and articles.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM292 is highly recommended
Restrictions: MCOM332

**MCOM434-08B (HAM)**

**Public Relations Cases**
(Points: 20)

This paper focuses on communication case studies which highlight the practical and ethical dilemmas confronting public relations professionals. Students will analyse the communication strategies employed by a variety of local and international organisations. The paper's objective is to enable students to apply public relations concepts in a diverse range of contexts.

Convenor: Dr Michele Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM233
Note: This paper may not normally be taken towards a management communication major.

**MCOM434-08A (HAM)**

**Negotiation and Persuasion**
(Points: 20)

This paper provides you with the ability to critically examine the process of influence in organisations. Emphasis is placed on the processes by which organisational communicators attempt to influence internal and external individuals and groups. Through an exploration of theories of persuasive communication and extensive application and practice, you develop skills and knowledge for being more sophisticated consumers and producers of persuasive messages, particularly in the context of negotiation.

Convenor: Dr Alison Henderson
Internal assessment/Exam ratio: 1:0

**MCOM432-08A (HAM)**

**Professional and Public Relations Writing**
(Points: 20)

This paper is for those who wish to improve their practical writing skills or who intend to become communication professionals. You will focus on the practical writing and technical processes involved in planning, structuring, designing, writing, and editing a range of professional documents and learn to apply some of the theories underlying persuasive writing. You will produce a portfolio of professional documents for one or more fictional organisations, similar to documents you are likely to produce in the course of your professional communication career. Examples of the types of writing covered in the paper are annual reports, newsletters, brochures, instructions, and articles.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM292 is highly recommended
Restrictions: MCOM332

**MCOM476-08A (HAM)**

**Communicating Across Cultures**
(Points: 20)

This paper provides a broad understanding of the principles and practices of intercultural communication. You will explore the nature of culture and its influence on communication, beliefs and values, cultural dimensions, verbal and nonverbal codes, and intercultural communication in various contexts. Through lectures, class discussions, and workshop activities, you learn to analyse intercultural communication situations and at the same time develop or extend skills that improve your competence in communicating interculturally.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0

**MCOM490-08A (HAM), 08B (HAM), 08Y (HAM)**

**Directed Study**
(Points: 20)

This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature. Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**MCOM499-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)**

**Report of an Investigation**
(Points: 20)

This report of an investigation on an approved topic is required for the BMS, and is available only to BMS students. Details of the requirements for the project are provided in the 499 Paper Outline. Students should discuss a proposed topic with the department's 499 coordinator.

Convenor: Dr Mary Simpson
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study
Restrictions: MCOM599
**MCOM530-08A (HAM)**

**Communication Research Methods**

(Points: 30)

This paper is designed to help you achieve an advanced level of understanding of the foundations and principles of communication research methodologies and methods. It is additionally intended to assist in your development of proposals for masters and doctoral research in the communication discipline. The teaching includes collaborative and peer learning activities which encourage you to seek feedback and discussion of your research ideas, research planning and research proposals.

Convenor:

Prof Kay Weaver

Internal assessment/Exam ratio:

1:0

**MCOM566-08S (HAM)**

**Special Topic**

(Points: 30)

Convenor:

Not available at time of printing

Internal assessment/Exam ratio:

1:0

**MCOM576-08B (HAM)**

**Intercultural Communication**

(Points: 30)

This paper aims to improve students' understanding of intercultural issues in management communication. It will weave together theories in intercultural communication and diversity management.

Designed to facilitate a collaborative learning experience of a range of concepts and skills required for effective intercultural communication, the paper will rely not only on a recommended set of readings but also on films, case studies, seminars, and group discussions.

Convenor:

Dr Prue Holmes

Internal assessment/Exam ratio:

1:0

**MCOM579-08B (HAM)**

**Communication in Organisations**

(Points: 30)

This paper engages with and makes sense of a range of theories and concepts relating to organisational communication. It looks at how people communicate in the process of organising and how communication events and processes create, reflect and transform the culture(s) of an organisation. It also explores how communicative and organising practices can be changed to improve the quality of work life in organisations.

Convenor:

Dr Shiv Ganesh

Internal assessment/Exam ratio:

1:0

**MCOM583-08A (HAM)**

**Communication and Leadership**

(Points: 30)

Our focus in this paper will be on leadership communication, or the ways leaders and followers interact and the ways leaders attempt to create and shape meanings through images and words. We will also explore a range of ideas about what it means to lead and the assumptions, beliefs, and values embedded and shaped in diverse leadership discourses.

Students will gain insights in this paper that will enable them to develop their own distinctive leadership style and insightful analysis of leadership communication.

Convenor:

Prof David McKie

Internal assessment/Exam ratio:

1:0

**MCOM584-08B (HAM)**

**Global Issues in Public Relations**

(Points: 30)

Struggles for economic and/or political power have entered a global stage. At the same time, diverse publics around the world are becoming increasingly aware of and responsive to the impacts that both public and private organisations can have on their working and private lives. Thus in an increasingly global environment, organisations need to be sensitive to the political, social, environmental and economic context in which they operate if they are to maintain their legitimacy in the face of public opinion.

This course examines the sets of global issues that can impact on the sustainability of public and private organisations and explores ways in ethical public relations can be employed in negotiating them.

Convenor:

Not available at time of printing

Internal assessment/Exam ratio:

1:0

**MCOM585-08A (HAM)**

**Corporate Public Relations**

(Points: 30)

Stories of environmental damage or of human rights infringements incurred by multinational corporations, together with widely publicised corporate scandals, have raised questions of the legitimacy of many organisations. This advanced paper examines the strategic interrelationships between key areas of corporate public relations: image, identity, issues management, crisis management, and corporate social responsibility. It explores the ways in which those interrelationships can be understood and managed in order to improve the compatibility of corporations with their social environment and thus enhance their reputations.

This course takes a critical approach to public relations. The value of such a perspective is that it allows students to move beyond functional solutions commonly applied to public relations problems towards alternative solutions that may be more innovative and creative.

Convenor:

Not available at time of printing

Internal assessment/Exam ratio:

1:0

**MCOM587-08A (HAM), 08B (HAM), 08Y (HAM)**

**Communication Internship**

(Points: 30)

The internship provides the opportunity to gain practical work-based experience with a public relations department or agency.

A credited internship is an experiential learning programme which contributes an important element to the students' educational process. It provides students with an opportunity to gain work-based experience guided by a staff member (the internship coordinator) and site supervisor (sponsor) and to build a professional experience portfolio.

Students are responsible for finding their own internship position.

Convenor:

Dr Margalit Toledano

Internal assessment/Exam ratio:

1:0

Prerequisites:

MCOM333
Directed Study
(Points: 30)
This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

Management Communication Dissertation
(Points: 30)
This paper, like the two-paper dissertation, thesis and advanced report of an investigation, gives students an opportunity to carry out research or further study in a specialised interest area. Often the topic chosen will be one that the student has already become familiar with in a Level 500 paper and wishes to continue to study, or research in greater depth.
Students considering an advanced research paper should plan and get approval for their topic before enrolment, so that work can begin immediately the semester begins.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM530
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

Management Communication Thesis
(Points: 90)
This paper, like the dissertation, gives students an opportunity to carry out research or further study in a specialised interest area. Often, the topic chosen will be one that the student has become familiar with in a Part 5 course, and wishes to study in greater depth. This is a substantial research project, requiring extensive literature review as well as primary research.
Students considering an advanced research paper should plan and get approval for their topic before enrolment, so that work can begin immediately the semester begins.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM530
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

Management Communication Thesis
(Points: 120)
This paper, like the dissertation, gives students an opportunity to carry out research or further study in a specialised interest area. Often, the topic chosen will be one that the student has become familiar with in a Level 500 paper and wishes to study in greater depth. This is a substantial research project, requiring extensive literature review as well as primary research.
Students considering an advanced research paper should plan and get approval for their topic before enrolment, so that work can begin immediately the semester begins.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM530
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

Report of an Investigation
(Points: 30)
This paper involves a supervised project in which the student conducts an applied research project for a client organisation. This project is similar to a 499, but the scope and the level of theoretical and methodological sophistication expected are greater.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study
Restrictions: MCOM499
Why choose Management Systems?

In Management Systems we offer practical and challenging papers in information systems management, supply chain management, electronic commerce and, in the most common task for all managers, decision making.

As we move into knowledge and information-based service economies, managers cannot ignore the importance of information in their organisations. Information systems provide this activity, largely in order to facilitate efficient and effective decision making. Furthermore, in today’s competitive environment, organisations realise that maintaining customer loyalty critically depends on operational excellence. Supply chain management is all about making this happen – that is, designing internal processes and continuously improving them once they are in place, and linking the organisation to all other entities in the supply chain. These activities, in turn, vitally depend on acquiring and sharing timely and pertinent information using information technologies. Finally, the use of web-based technologies allows organisations to exist virtually, operate more efficiently, be connected, and therefore become more effective. Electronic commerce is a growing field related to the other fields offered in the Department of Management Systems, especially as it relates to business-to-business transactions.

Teaching in Management Systems emphasises student-centred learning. We are convinced that the best learning is undertaken independently, within a supportive and interactive environment. In higher level papers, students can set goals for their learning and find ways to realise them.

The confluence of information systems, supply chain management, electronic commerce, and decision making leads us to believe that we offer a ‘whole way of thinking’, as you will come to understand the inter-related nature of organisational activities when taking papers in this department. Systems graduates find that a major in this department gives them an edge with employers in a variety of career positions.

For more information on the information systems management major and graduate diploma, please see the section entitled . For more information on the supply chain management major and graduate diploma, please see the section entitled

Contacts for the Department of Management Systems

Professor Jim Corner
MS8.06 ext. 4563 jcorner@waikato.ac.nz

Department Administrator
MS8.01 ext. 4561
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>PCCertMgtSys</th>
<th>PCDipMgtSys</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>S</td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS555</td>
<td>A</td>
<td>Strategic Information Systems</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS556</td>
<td>B</td>
<td>E-Business Technologies and Theories</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS576</td>
<td>A</td>
<td>21st Century Logistics</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS577</td>
<td>B</td>
<td>E-Enabled Agile Supply Chains</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS591</td>
<td>C</td>
<td>Management Systems Dissertation</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS592</td>
<td>C</td>
<td>Management Systems Dissertation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS593</td>
<td>C</td>
<td>Management Systems Thesis</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS594</td>
<td>C</td>
<td>Management Systems Thesis</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

## Qualification and Specific Subject Requirements

### Postgraduate Certificate in Management Systems (PGCert(MgtSys))

**Requirements**
- 60 points at 500 level. Available papers are listed in the above table.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Postgraduate Diploma in Management Systems (PGDip(MgtSys))

**Requirements**
- 120 points at 500 level. Available papers are listed in the above table.
- It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Master of Management Studies (MMS)

**Management Systems**
- 120 points at 500 level. Available papers are listed in the above table.
- You must include a dissertation MSYS591 or MSYS592 (30 or 60 points) or thesis MSYS593 or MSYS594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.
- You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Chuda Basnet. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Chuda.

Staff in Management Systems have experience in supervising research across all paradigms: qualitative, quantitative, and critical. Below are our staff and their areas of research.

Dr Hyung Jun Ahn's main research interests include intelligent and advanced information technologies that are used for solving business and management problems. He has recently focused on intelligent agent systems and advanced web technologies such as Semantic Web and Web services which are believed to have great potential for the second wave of e-business revolution. The target application areas of his research involve supply chain management, knowledge management, and product recommendation in online shopping malls.

Associate Professor Chuda Basnet's work is mainly in the area of manufacturing systems modelling and supply chain management. He has also published research papers in engineering optimisation, quality engineering, vehicle routing, and empirical production management. He has supervised research in the production management area. His primary orientation is in the quantitative research methodology.

Dr Paul Childerhouse's main research interests are supply chain management and logistics management. He has undertaken research in the automotive, aerospace and construction sectors to investigate how supply chains can become fully integrated and market-orientated. He has a preference for case-based research but is well versed in a variety of research methods.

Professor Jim Corner has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, decision support systems and descriptive decision making in a managerial context. Topics researched by his current PhD students include environmental policy and decision making, the impact of questioning in knowledge transfer, and competitive advantage in techno-savvy organisations. He is well versed in the variety of research methods available.

Dr Eric Deakins' main research interests are in the areas of business information systems and processes, electronic business/government and supply chain management. A range of topics include information systems alignment; supply chain integration; dot.com innovation management and e-government sophistication metrics. He is well versed in a number of research methods.

Dr Stuart Dillon has a research background in managerial and executive decision making and problem structuring with an emphasis on descriptive behaviour. Current research also focuses on the manner by which strategic decisions are made in organisations. He is also involved in ongoing research concerned with the sophistication of e-local government. Much of Stuart's research is qualitative and he has a particular interest in interpretive approaches.

Professor Bob McQueen's research interests include groupware, knowledge management, electronic commerce and machine learning. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, and agreement in computer mediated groups. Current PhD students are investigating alignment between websites and business strategy, adoption of Internet banking, groupware and virtual entrepreneurship support, and electronic commerce adoption in government.

Dr Peter Sun's main research interests are knowledge management, innovation, organisational learning and learning organisation. His research looks at theory development and applications in inter and intra organisational contexts. He has undertaken research in the manufacturing and service based industries and is versed in both qualitative and quantitative research methods.

Paper Details for 2008

**MSYS111-08A (HAM), 08A (TGA), 08A (WIT), 08B (HAM), 08B (TAI), 08B (TGA)**

**Information Systems and Supply Chain Management**

(Points: 15)

Information systems are everywhere in our daily lives, behind the use of the internet, mobile phones and management decision making. This paper begins by looking into how such information systems are successfully designed, managed and used. Then we consider supply chain management: how suppliers and organisations work together to provide excellent products and services. Particular emphasis will be given to how information systems are applied inside supply chains and help to achieve superior performance. This innovative paper is a complete introduction and should be an invaluable part of your developing career, where you will have to use information technologies as much as you will have to interact with suppliers and customers both inside and outside of your own organisation.

For Semester 08A (HAM)

Convenor: Mrs Karyn Rastrick

Internal assessment/Exam ratio: 1:0

For Semester 08A (TGA) and 08A (WIT)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

For Semester 08B (HAM)

Convenor: Dr Peter Sun

Internal assessment/Exam ratio: 1:0

For Semester 08B (TAI)

Convenor: Vincent Rosario

Internal assessment/Exam ratio: 1:0

For Semester 08B (TGA)

Convenor: Ms Susan McLeish

Internal assessment/Exam ratio: 1:0

Prerequisites:

for BECom students only: MATH166, a B grade pass in MATH168, or 14 credits at Level 3 in NCEA Mathematics with Calculus or Statistics and Modelling

Note:

For this paper, (TGA) TAI) (WIT) offerings, are only available for students studying at the relevant polytechnic or institute of technology.

**MSYS121-08A (HAM), 08B (HAM)**

**The World of Electronic Commerce**

(Points: 15)

Electronic commerce involves the exchange of products, services and information using the Internet and other digital technologies.

This paper provides you with a comprehensive introduction to electronic commerce from a management perspective along with exposure to web-based application development.

Topics covered include business models for electronic commerce, internet retailing, business-to-business transactions, mobile commerce and e-government.

The objectives of the paper are:

1. To help you appreciate the diverse and interdisciplinary nature of electronic commerce.
2. To introduce you to the range of business models and applications used in contemporary electronic commerce.
3. To familiarise yourself with the technologies and infrastructure necessary for electronic commerce.
4. To build basic skills in the use of software tools for developing Web-based electronic commerce applications.
This paper includes a two-hour class and a two-hour practical computer workshop each week.

Convenor: Dr Stuart Dillon
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS221

**MSYS178-08A (HAM)**

**Introduction to Project Management**  
(Points: 15)

Project management is a growing topic with many organisations utilising this approach to keep up with competitors and to enable a step wise increase in performance. Virtually all employees are involved with working on projects at one time or another. This introductory paper provides students with the fundamentals of how to organize, and plan a project together with the softer elements of working and leading other project team members. This paper is applicable to nearly all academic disciplines as the principles covered can be applied to any type of project. The paper is taught via lectures together with case studies and computer labs that demonstrate real life project scenarios.

Convenor: AProf Paul Childerhouse
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS278

**MSYS212-08S (HAM), 08B (HAM)**

**Information Technology in Organisations**  
(Points: 20)

This course will introduce students to the evaluation, selection and tailoring of information technologies, especially major organisational application software systems, which play a vital role in revitalising business processes, improving business decision making, and contributing to gains in competitive advantage. This course will expose students to this material through both lecture material and hands-on practical experience.

For Semester 08B (HAM)
Convenor: Prof Bob McQueen
Internal assessment/Exam ratio: 1:0

For Semester 08S (HAM)
Convenor: AProf John Scott
Internal assessment/Exam ratio: 1:0

**MSYS219-08C (NET)**

**Electronic Commerce Industry Experience**  
(Points: 20)

This paper links the practical experience of an industry placement with reflection on the issues facing users of these technologies.

The student may be based in the host organisation during the paper, undertaking tasks and duties assigned by that organisation. The period in the host organisation may range from four weeks to 13 weeks. Some students will negotiate salary and other compensation during their time in the host organisation, while others may not.

Host organisations may be in New Zealand or overseas. As well as the duties assigned by the host organisation, the student will be required to participate weekly in an electronic discussion with other students in the class, and complete a reflective report at the end of the employment period on a set of research topics approved by the paper convenor.

This paper may only be credited towards the Bachelor of Electronic Commerce degree.

Convenor: Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisites: five 100 level or above BECom papers

**MSYS221-08A (HAM), 08B (HAM)**

**Electronic Commerce Overview**  
(Points: 20)

This paper is designed as a foundation for students wishing an overview of electronic commerce. This paper requires completion of the paper components of MSYS121 The World of Electronic Commerce, which includes a two-hour class and a two-hour practical computer workshop each week. In addition, students are required to undertake additional assessment (i.e. to what is required for MSYS121) focusing on specific aspects of electronic commerce.

Convenor: Dr Stuart Dillon
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS121

**MSYS278-08A (HAM)**

**Project Management**  
(Points: 20)

Organisations are increasingly adopting project management methods to achieve the high speed-to-market and the high customer satisfaction needed to survive and prosper in today’s competitive world.

This paper introduces the basic principles related to the efficient and effective management of projects. Students who pass this paper should be able to conceive of, structure and schedule most types of organisational projects.

Students from any academic discipline will find this paper valuable. Instruction is carried out through lectures, case studies, discussions, and assignments.

Convenor: AProf Paul Childerhouse
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS178

**MSYS319-08C (NET)**

**Electronic Commerce Field Project**  
(Points: 20)

This paper links the practical experience of an industry placement with reflection on the issues facing users of these technologies.

The student may be based in the host organisation during the paper, undertaking tasks and duties assigned by that organisation. The period in the host organisation may range from four weeks to 13 weeks. Some students will negotiate salary and other compensation during their time in the host organisation, while others may not.

Host organisations may be in New Zealand or overseas. As well as the duties assigned by the host organisation, the student will be required to complete a reflective report at the end of the employment period on a set of research topics approved by the paper convenor.

Convenor: Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisites: four 200 level or above BECom papers
Note: This paper may only be credited towards the BECom degree.
**MSYS321-08B (HAM)**  
**Electronic Commerce Systems Infrastructure**  
(Points: 20)  
Understand and gain hands-on experience with the components of the technology infrastructure needed, from a management perspective, for the development and operation of electronic commerce systems. This paper will be of interest to students wishing to gain both theory and hands-on practice experience with the technology needed to support EC systems.  
Convenor: Dr Hyung Jun Ahn  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS212  
Restrictions: MSYS352

**MSYS351-08A (HAM)**  
**Management Information Systems**  
(Points: 20)  
This paper focuses on the management issues surrounding information technology, particularly the development and use of information systems in organisations. Information systems are at the centre of almost every business interaction, process and decision, and this paper has been designed to assist future managers in becoming knowledgeable participants in information systems development and decision making.  
The objectives of the paper are:  
1. To develop knowledge and skills in systems analysis for effective participation in information systems development projects.  
2. To examine the challenges associated with managing information systems in modern organisations.  
Convenor: Mrs Karyn Rastrick  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS111 or MSYS212  
Note: The Gallagher Group Prize in Management Information Systems is awarded to the top student of the year in this paper.

**MSYS358-08A (HAM)**  
**ERP and Software Project Management**  
(Points: 20)  
Many organisations buy and customise software rather than build it from scratch these days, and hence, the importance of managing such software projects is rapidly increasing. ERP, CRM, and SCM systems are good examples of such systems. Information systems projects involving such software usually bring huge changes to business processes and organisational structure where careful management of the changes is critical to the success of the expensive projects. This paper deals with broad issues of managing such software projects with cases, methods, theories, and some hands-on practicals. The practicals do not require programming language skills. A large portion of the paper is about ERP systems, whose popularity is growing rapidly in industry worldwide.  
Convenor: Peter Sun  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS212 or MSYS278

**MSYS376-08B (HAM)**  
**Foundations of Operations Management**  
(Points: 20)  
This paper addresses the operations of manufacturing and service organisations from a strategic and operational perspective.  
How can waiting lines be reduced or move faster? How should hotels or airlines price so as to maximize capacity? How are new services designed and introduced? Where should a new facility be located? How to plan production and inventory?  
These and other issues are covered using lectures, videos, case studies and practical examples.  
Convenor: AProf Chuda Basnet  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS111  
Note: The Gallagher Group Prize in Operations Management is awarded to the top student of the year in this paper.

**MSYS377-08A (HAM)**  
**Supply Chain Management**  
(Points: 20)  
Every company is a part of multiple supply chains for producing products and services and thereby satisfying customer needs. Operating the supply chain successfully is an important activity of every business entity. Supply chain management is defined as the management of material and information flows up and down the supply chain as well as the management of cooperation among the different partners in the supply chains. The paper introduces basic concepts of supply chain management.  
Particular emphasis will be placed on the purchasing as well as the logistics and distribution function. The purchasing function links the company to its suppliers, while distribution logistics ensures customers receive the right product at the right time. As further issues the strategic orientation of the supply chain as well as the management of information technology in a supply chain perspective will be addressed.  
Instruction will be carried out through lectures, tutorials, and assignments. In-class discussions are strongly encouraged.  
Convenor: AProf Chuda Basnet  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS111  
Note: The Gallagher Group Prize in Supply Chain Management is awarded to the top student of the year in this paper.

**MSYS379-08B (HAM)**  
**Beyond the Management of Quality**  
(Points: 20)  
In today’s competitive supply management environment, excellent management of an organisation’s quality is vital. This course is concerned with making the management of quality effective so that the relevant supply chain functions can enable the organisation to be competitive. The paper will cover: the quality system, the management system, and Six Sigma and the technical system. The paper places equal importance on the manufacturing and the service industries. The learning processes will involve: mini lectures, discussions, and the analysis of case studies.  
Convenor: AProf Chuda Basnet  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MSYS111  
Restrictions: MSYS580
**MSYS380-08S (HAM), 08A (HAM), 08B (HAM)**

**Special Topic**

Available only to students in the Waikato Management School with the approval of the Chairperson of the Department.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

**MSYS390-08S (HAM), 08A (HAM), 08B (HAM)**

**Directed Study**

Available only to students in the Waikato Management School with the approval of the Chairperson of the Department.

**For Semester 08A (HAM) and 08S (HAM)**

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

**For Semester 08B (HAM)**

Convenor: AProf John Scott

Internal assessment/Exam ratio: 1:0

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**MSYS435-08A (HAM)**

**Managerial Decision Making**

At the very heart of activities performed by managers is decision making. In this paper you will study the process of decision making and in order to gain insight into making decision when there are multiple, competing objectives in diverse environments. The paper shows students how decisions are made as well as how they can be made better. It comprises a mix of group discussions, lecturing, and in-class exercises.

Convenor: Prof Jim Corner, Dr Stuart Dillon

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS212 or STMG391

**MSYS457-08A (HAM)**

**Electronic Business Startups**

(Points: 20)

This paper introduces theory and practice involved with the development of electronic commerce based startup businesses, with a major focus and project involving the development of a business plan for a proposed new venture.

The paper will cover contemporary web business models and issues involving financing options and approaches, developing the venture management team, and managing the myriad aspects of conceptual design and technology prototype development.

Convenor: Dr Eric Deakins

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS212 or STMG391

**MSYS455-08B (HAM)**

**Business Intelligence and Interactive Knowledge Management**

(Points: 20)

This paper presents the philosophies, practices and techniques that enable organisations to understand and leverage their knowledge resources in a rapidly changing and discontinuous business environment. Organisations, more than ever, are required to possess wisdom in order to balance exploiting useful current knowledge, whilst recognising and changing dysfunctional knowledge. This is done using variety of technologies and soft skills, and deploying new organisational forms that required inter-organisational alliances. These issues will constitute the major focus of this paper.

Convenor: Dr Peter Sun

Internal assessment/Exam ratio: 1:0

**MSYS461-08B (HAM)**

**Business Analysis and Consultancy**

(Points: 20)

This course provides exposure and skill building opportunities to the many facets and issues of business analysis and consultancy. Lectures and in-class discussion will build awareness of the analysis techniques and approaches to consulting needed in a graduate entering this prestigious professional field. The course will be of value to those with a specific interest in developing a career in management consulting, either as an internal consultant in a large organisation, or as a professional employee of a specialised consulting organisation.

Convenor: Prof Bob McQueen

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS111
This paper concentrates on the strategic elements of supply chain management and in particular the utopia of an integrated supply chain where all players think and act as one. Initially the strategic role of supply chain management is highlighted. This is followed by a review of the obstacles to integration via exploration of different forms of uncertainly, the limited adoption of supply chain collaboration and the bullwhip effect. In the second half of the semester the focus turns to enablers for integration and topics include New Zealand supply chains, researching supply chains and the need for a market orientated focus when designing a supply chain. Strategic supply chain management is a relatively new topic, hence a large proportion of the teaching material and background reading comes from recent research articles as opposed to text books. Besides improving the understanding of the role of supply chain management in organisations, the objective of the paper is to enhance the numeric, computer, research, and communication skills of the students; further this is a designated writing intense paper.

Convenor: AProf Paul Childerhouse
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS376 or MSYS377 or at the discretion of the Chairperson of Department

**MSYS551-08A (HAM)**

**Management Systems Research**
(Points: 30)
This paper introduces a broad range of approaches to management systems research, including both qualitative and quantitative research strategies. The philosophical foundations of the major research paradigms are reviewed, and the application of a variety of research designs within these paradigms is examined. The paper has two key aims. Firstly, students are encouraged to develop the conceptual and methodological resources needed to think and converse as researchers in organisations. Secondly, students develop a level of competence in at least one research design by developing a detailed research proposal in their field of interest.

Convenor: Prof Jim Corner
Internal assessment/Exam ratio: 1:0
Prerequisites: admission is at the discretion of the Chairperson of Department

**MNGT501-08S (HAM)**

**Research Methods in Management Studies**
(Points: 30)
This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.

Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECON544, MKTG507, MSYS551 and TOMG506
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol. Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**MSYS555-08A (HAM)**

**Strategic Information Systems**
(Points: 30)
Questions concerning the use of Information Systems (IS) for competitive advantage are discussed in lecture, case discussion and seminar formats and from both applied and research perspectives. Students investigate one area of research into organisational use of information technology, and undertake an IS review for a real organisation.

Convenor: Dr Eric Deakins
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS351
**MSYS556-08B (HAM)**

**E-Business Technologies and Theories**

(Points: 30)

This paper looks at the use of emerging technologies and theories to manage information flows and business processes in the e-business environment. The paper will consider how e-business plays a significant role in enabling changes in organisational form, processes and work practices.

The objectives of the paper are:

1. To understand how recent developments in e-business have changed the way organisations operate, both internally and externally.
2. To critically reflect on the implications of these new technologies and theories as they pertain to the structure and operation of modern organisations.

Convenor: Mrs Karyn Rastrick

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS351

Note: The Gallagher Group Prize in E-Business Technologies is awarded to the top student of the year in this paper.

**MSYS576-08A (HAM)**

**21st Century Logistics**

(Points: 30)

In today's competitive supply chain management environment, excellent and sustainable management of an organisation's operations resources is vital. This course is concerned with making the procurement, operations and customer-facing activities effective so that the supply chain functions can enable the organisation to be competitive. This paper is a treatment, at an advanced level, of a selection of topics in supply chain management such as service operations management, transportation, distribution, logistics, supply chain integration, theory of constraints, supply chain strategy, and sustainability. The learning processes will involve: lectures, discussions, assignments, and independent study.

Convenor: AProf Chuda Basnet

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS376 or MSYS377

Note: The Gallagher Group Prize in Advanced Supply Chain Management is awarded to the top student of the year in this paper.

**MSYS577-08B (HAM)**

**E-Enabled Agile Supply Chains**

(Points: 30)

Agility is at the cutting edge of supply chain management and is a leading strategy to compete in today's highly volatile global marketplace. Agility in a supply chain context will be fully explored. This paper will also examine how e-commerce and advanced information systems enable increased supply chain competitiveness. The approaches to configuring supply chains to offer high degrees of customisation will be reviewed in line with the need to align strategy with market segment.

Convenor: Dr Hyung Jun Ahn

Internal assessment/Exam ratio: 1:0

Prerequisites: either MSYS376, MSYS377, MSYS455, MSYS477, or MSYS576

**MSYS580-08S (HAM), 08A (HAM), 08B (HAM)**

**Special Topic**

(Points: 30)

Available only to students in the Waikato Management School with the approval of the Chairperson of the Department.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS376 or MSYS377

**MSYS590-08S (HAM), 08A (HAM), 08B (HAM)**

**Directed Study**

(Points: 30)

Available only to students in the Waikato Management School with the approval of the Chairperson of the Department.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**MSYS591-08C (HAM)**

**Management Systems Dissertation**

(Points: 30)

Students must have completed a research methods paper (MSYS551 or approved equivalent) before commencing this paper.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS551 or equivalent

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

**MSYS592-08C (HAM)**

**Management Systems Dissertation**

(Points: 60)

Students must have completed a research methods paper (MSYS551 or approved equivalent) before commencing this paper.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: MSYS551 or equivalent

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
### MSYS593-08C (HAM)

**Management Systems Thesis**

(Points: 90)

Students must have completed a research methods paper (MSYS551 or approved equivalent) before commencing this paper.

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Prerequisites:** MSYS551 or equivalent
- **Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

### MSYS594-08C (HAM)

**Management Systems Thesis**

(Points: 120)

Students must have completed a research methods paper (MSYS551 or approved equivalent) before commencing this paper.

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Prerequisites:** MSYS551 or equivalent
- **Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

### MSYS599-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)

**Report of an Investigation**

(Points: 30)

This project is required for the BMS, and is available only to BMS students. Details of the requirements for the project are provided in the 599 Paper Outline.

Students should discuss a proposed topic with the department’s 599 co-ordinator, or with staff in their interest area who may also be able to help with Management Decision Making, Computer Based Information Systems or Operations Management topics.

Admission is at the discretion of the Chairperson of the Department.

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Prerequisites:** All 100, 200 and 300 level BMS compulsory papers
- **Restrictions:** MSYS499
Why choose Manufacturing Management?

Many groups, including manufacturers and government agencies, have identified an urgent need for improved understanding of the design, innovation, and sustainability of manufacturing management (MM) practices. MM includes the philosophies, strategies, and techniques that enable manufacturers to achieve low costs, customer focus, flexibility, and improved productivity. MM often involves operational processes, design, waste reduction, continuous improvement, leadership, planning, technology transfer, information systems, quality, human resources, change management, and benchmarking.

Students of MM learn how to manage manufacturing processes in order to gain competitive advantage and organisation-wide excellence by focusing on customer value.

Manufacturing management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Manufacturing management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.
Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertManMgt GradDipManMgt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MSYS278</td>
<td>A</td>
<td>Project Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>ENGG201</td>
<td>A</td>
<td>Introduction to Engineering for Manufacturing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>3</td>
<td>MSYS358</td>
<td>A</td>
<td>ERP and Software Project Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS376</td>
<td>B</td>
<td>Foundations of Operations Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS377</td>
<td>A</td>
<td>Supply Chain Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS379</td>
<td>B</td>
<td>Beyond the Management of Quality</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>STAT352</td>
<td>A</td>
<td>Statistics for Quality Improvement</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>4</td>
<td>MSYS435</td>
<td>A</td>
<td>Managerial Decision Making</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS455</td>
<td>B</td>
<td>E-Business Process Redesign</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS477</td>
<td>A</td>
<td>Supply Chain Integration</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>5</td>
<td>MSYS551</td>
<td>A</td>
<td>Management Systems Research</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS576</td>
<td>A</td>
<td>21st Century Logistics</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS577</td>
<td>B</td>
<td>E-Enabled Agile Supply Chains</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

Qualification and Specific Subject Requirements

Bachelor of Management Studies (BMS)

Manufacturing Management

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers:

- ENGG201 Introduction to Engineering for Manufacturing
- MSYS379 Beyond the Management of Quality
- MSYS413 Foundations of Manufacturing Management

Note: *For 2008 MSYS376 Foundations of Operations Management can be taken instead of MSYS413 Foundations of Manufacturing Management.

and at least 20 points in Materials and Process Engineering (ENMP) papers except for ENMP282, ENMP283, ENMP301, and ENMP381.

and if required students may also select papers from the following list of electives:

- MSYS278 Project Management
- MSYS358 ERP and Software Project Management
- MSYS377 Supply Chain Management
- MSYS435 Managerial Decision Making
- MSYS455 E-Business Process Redesign
- MSYS477 Supply Chain Integration
- STAT352 Statistics for Quality Improvement

Bachelor of Management Studies with Honours (BMS(Hons))

Manufacturing Management

120 points (at least 6 papers) above 100 level including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers:

- ENGG201 Introduction to Engineering for Manufacturing
- MSYS379 Beyond the Management of Quality
- MSYS413 Foundations of Manufacturing Management
- MSYS512 Advanced Manufacturing Management

Note: **For 2008 MSYS376 Foundations of Operations Management can be taken instead of MSYS413 Foundations of Manufacturing Management.

Note: ***For 2008 MSYS576 21st Century Logistics maybe taken instead of MSYS512 Advanced Manufacturing Management.

and you may select the remaining two papers from the listed elective papers for the BMS Manufacturing Management major and/or the following list of electives:
The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects. If you have only selected one 500 level paper for your major then a further 90 points at 500 level is required to meet the degree regulations.

Second Major for other degrees

Manufacturing Management

Students who are not enrolled in the above qualification may still take Manufacturing Management as a second major. The requirements are as follows:
120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• ENGG201 Introduction to Engineering for Manufacturing
• MSYS379 Beyond the Management of Quality
• MSYS413 Foundations of Manufacturing Management*

Note: *For 2008 MSYS376 Foundations of Operations Management can be taken instead of MSYS413 Foundations of Manufacturing Management.

Graduate Certificate in Manufacturing Management (GradCert(ManMgt))

Requirements
60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Manufacturing Management (GradDip(ManMgt))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• ENGG201 Introduction to Engineering for Manufacturing
• MSYS379 Beyond the Management of Quality
• MSYS413 Foundations of Manufacturing Management*

Note: *For 2008 MSYS376 Foundations of Operations Management can be taken instead of MSYS413 Foundations of Manufacturing Management.

and if required you may also select papers from the following list of electives:
• MSYS278 Project Management
• MSYS358 ERP and Software Project Management
• MSYS376 Foundations of Operations Management
• MSYS377 Supply Chain Management
• MSYS435 Managerial Decision Making
• MSYS455 E-Business Process Redesign
• MSYS477 Supply Chain Integration
• STAT352 Statistics for Quality Improvement

It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Chuda Basnet. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Chuda.

Staff in Management Systems have experience in supervising research across all paradigms: qualitative, quantitative, and critical. Below are our staff and their areas of research.

Dr Hyung Jun Ahn’s main research interests include intelligent and advanced information technologies that are used for solving business and management problems. He has recently focused on intelligent agent systems and advanced web technologies such as Semantic Web and Web services which are believed to have great potential for the second wave of e-business revolution. The target application areas of his research involve supply chain management, knowledge management, and product recommendation in online shopping malls.

Associate Professor Chuda Basnet’s work is mainly in the area of manufacturing systems modelling and supply chain management. He has also published research papers in engineering optimisation, quality engineering, vehicle routing, and empirical production management. He has supervised research in the production management area. His primary orientation is in the quantitative research methodology.

Dr Paul Childerhouse’s main research interests are supply chain management and logistics management. He has undertaken research in the automotive, aerospace and construction sectors to investigate how supply chains can become fully integrated and market-orientated. He has a preference for case-based research but is well versed in a variety of research methods.

Professor Jim Corner has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, decision support systems and descriptive decision making in a managerial context. Topics researched by his current PhD students include environmental policy and decision making, the impact of questioning in knowledge transfer, and competitive advantage in techno-savvy organisations. He is well versed in the variety of research methods available.

Dr Eric Deakins’ main research interests are in the areas of business information systems and processes, electronic business/government and supply chain management. A range of topics include information systems alignment; supply chain integration; dot.com innovation management and e-government sophistication metrics. He is well versed in a number of research methods.

Professor Bob McQueen’s research interests include groupware, knowledge management, electronic commerce and machine learning. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, and agreement in computer mediated groups. Current PhD students are investigating alignment between websites and business strategy, adoption of Internet banking, groupware and virtual entrepreneurship support, and electronic commerce adoption in government.

Dr Peter Sun’s main research interests are knowledge management, innovation, organisational learning and learning organisation. His research looks at theory development and applications in inter and intra organisational contexts. He has undertaken research in the manufacturing and service based industries and is versed in both qualitative and quantitative research methods.

Paper Details for 2008

For descriptions of MSYS (Management Systems) papers please refer to the relevant area of study.

For descriptions of ENGG papers please refer to the School of Science and Engineering and for STAT papers please refer to the School of Computing and Mathematical Sciences.
Marketing

Interests

- Marketing
- Sales
- Advertising
- Branding

Careers

- Marketing Manager
- Product Manager
- Advertising Account Executive
- Sales Manager
- Sales Representative
- Market Research Executive
- Entrepreneur

Employers

- Large Domestic and International Companies
- Market Research Organisations
- Advertising Agencies
- Retail, Service and Manufacturing Companies

Scholarships

- Brian Smith Memorial Entrance Scholarship (1st year students)
- KR Sustainable Enterprise Ideas Scholarship (1st year students)
- Perry Foundation Brian Perry Business Management Scholarship (1st year students)
- Brian Smith Memorial 499/599 Scholarship
- WMS International Exchange Scholarships

Please refer to the Orientation section of this handbook for further information.

Why choose Marketing?

Marketing is all around us. We experience it in many aspects of our daily lives – in the goods we buy, the services we use, the websites we access, the stores we shop at, the magazines we read, and our leisure and travel activities. Increasingly marketing is also being applied in the public and non-profit sectors. Marketing is more than just selling or advertising. It involves creating and delivering value for customers through product development and management, pricing, market research, advertising, sales promotion, distribution, and relationship management.

Marketing is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Marketing as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for Marketing

Undergraduate Convenor
Dr Ron Garland – Undergraduate and BCS Marketing Major Advisor
MSB4.17 ext 7963 rgarland@waikato.ac.nz

Graduate Convenors
Dr Carolyn Costley – Graduate Certificate, Diploma and Postgraduate Diploma Advisor
MSB4.16 ext 8648 ccostley@waikato.ac.nz

Dr Lorraine Friend – MMS Advisor
MSB4.14 ext 8982 lfriend@waikato.ac.nz

Professor Richard Varey – PhD Advisor
MSB4.19 ext 4617 rvarey@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BCS</th>
<th>BCS(Hons)</th>
<th>2nd Major for other Degrees</th>
<th>GradCertMrkt</th>
<th>GradDipMrkt</th>
<th>PGCertMrkt</th>
<th>PGDipMrkt</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MKTG209</td>
<td>S A B</td>
<td>Principles of Marketing and International Management</td>
<td>✔  ✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG251</td>
<td>A B</td>
<td>Marketing Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM237</td>
<td>A</td>
<td>Advertising Communication and Creativity</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>MKTG351</td>
<td>A B</td>
<td>Marketing Strategy</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG352</td>
<td>A B</td>
<td>Market Research</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG354</td>
<td>A</td>
<td>Marketing of Services</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG355</td>
<td>A B</td>
<td>Consumer Behaviour</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG356</td>
<td>A</td>
<td>Sport Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG360</td>
<td>B</td>
<td>Special Topic: Retail Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG390</td>
<td>S Y</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG399</td>
<td>B</td>
<td>Marketing Communication Investigation</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM337</td>
<td>B</td>
<td>Advertising, Branding and Identity.com</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM398</td>
<td>A</td>
<td>Careers and Communication Consulting Methods</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG311</td>
<td>A</td>
<td>The International Business Environment</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MKTG451</td>
<td>A</td>
<td>Applied Marketing Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG452</td>
<td>A</td>
<td>Advertising and Promotional Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG453</td>
<td>B</td>
<td>International Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG454</td>
<td>A</td>
<td>Marketing of Services</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG455</td>
<td>A B</td>
<td>Consumer Behaviour</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG458</td>
<td>B</td>
<td>Relationship Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG459</td>
<td>B</td>
<td>Professional Selling</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG471</td>
<td>A</td>
<td>Strategic Brand Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG490</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>MKTG507</td>
<td>A</td>
<td>The Research Process: Marketing and International Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG551</td>
<td>A</td>
<td>Developments in Marketing Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG552</td>
<td>A</td>
<td>Advanced Advertising Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG553</td>
<td>A</td>
<td>International Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG554</td>
<td>B</td>
<td>Service Marketing</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG555</td>
<td>B</td>
<td>Consumer Behaviour</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG556</td>
<td>B</td>
<td>Marketing Through the Sports Media</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG590</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG591</td>
<td>C</td>
<td>Marketing Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG592</td>
<td>C</td>
<td>Marketing Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG593</td>
<td>C</td>
<td>Marketing Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG594</td>
<td>C</td>
<td>Marketing Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Qualification and Specific Subject Requirements

## Bachelor of Management Studies (BMS)

### Marketing

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers:
- MKTG251 Marketing Strategy
- MKTG352 Market Research

**Note:** MCOM237 Advertising Communication and Creativity may also be included in this major as an elective. Please also note that 500 level papers are only available to honours students.

## Bachelor of Management Studies with Honours (BMS(Hons))

### Marketing

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers:
- MKTG251 Marketing Strategy
- MKTG352 Market Research

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

**Note:** MCOM237 Advertising Communication and Creativity may also be included in this major as an elective.

## Bachelor of Communication Studies (BCS)

### Marketing

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:
- MKTG209 Principles of Marketing and International Management
- MKTG251 Marketing Strategy
- MKTG355 Consumer Behaviour

and either MCOM398 Careers and Communication Consulting Methods or MKTG352 Market Research

and a further 40 points from the following list of electives:
- MCOM237 Public Relations Advertising Practice
- MCOM337 Advertising, Branding and Identity.com
- MCOM398 Careers and Communication Consulting Methods
- MKTG352 Market Research
- MKTG354 Marketing of Services
- MKTG356 Sport Marketing
- MKTG360 Special Topic: Retail Management
- MKTG399 Marketing Communication Investigation (only available to students taking two Waikato Management School majors)
- STMG311 The International Business Environment
- MKTG451 Applied Marketing Strategy
- MKTG452 Advertising and Promotional Strategy
- MKTG458 Relationship Marketing
- MKTG459 Professional Selling
- MKTG471 Strategic Brand Management

**Note:** MKTG151 Introduction to Marketing and International Management is not available to BCS students.

## Bachelor of Communication Studies with Honours (BCS(Hons))

### Marketing

120 points at 500 level. Available papers are listed in the above table.

You must include at least 60 points from the following list of electives:
- MKTG507 The Research Process: Marketing and International Management
- MKTG551 Developments in Marketing Strategy
- MKTG552 Advanced Advertising Strategy

**Note:**
Second Major for other degrees

Marketing
Students who are not enrolled in one of the above qualifications may still take Marketing as a second major. The requirements are as follows:
120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• MKTG209 Principles of Marketing and International Management
• MKTG251 Marketing Strategy

Graduate Certificate in Marketing (GradCert(Mrkt))

Requirements
60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Marketing (GradDip(Mrkt))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• MKTG209 Principles of Marketing and International Management
• MKTG351 Marketing Strategy
It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Certificate in Marketing (PGCert(Mrkt))

Requirements
60 points at 500 level. Available papers are listed in the above table.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma in Marketing (PGDip(Mrkt))

Requirements
120 points at 500 level. Available papers are listed in the above table.
It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Management Studies (MMS)

Marketing
120 points at 500 level. Available papers are listed in the above table.
You must include a dissertation MKTG591 or MKTG592 (30 or 60 points) or thesis MKTG593 or MKTG594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.
You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
The following list contains information about the Department of Marketing faculty who are qualified to supervise in the marketing subject area.

**Dr Roger Brooksbank** has a background as a small business marketing practitioner. This is reflected in his main areas of research interests which include all aspects of marketing competitiveness and marketing strategy within small and medium sized enterprises.

**Dr Carolyn Costley**'s research interests centre on consumer behaviour, particularly consumers' responses to advertising. On the advertising side, she studies ad execution factors including visual/audio mode and the use of humour. Consumer responses of interest include emotional and cognitive responses and memory. Strategically, she is interested in the relationship between consumers' responses to ad executions and the brand images created as well as consumers' short and long-term brand preferences.

**Dr Mary FitzPatrick**’s research explores interactions between the consumers and providers of services, in particular the experience and construction of relationships within service contexts. She has practical experience in the health care industry and a strong research interest in relational aspects of the patient-practitioner relationship. Her research approach is qualitative, drawing on social constructionism, relationality, and gender.

**Dr Lorraine Friend**’s research examines consumer satisfaction and dissatisfaction, and memory-work methodology. Lorraine’s broader research interests include services and social issues in marketing. Her research is qualitative, drawing upon interpretive and critical perspectives.

**Dr Ron Garland** has a background in market research and research interests in all aspects of services marketing, with particular emphases on financial services, retailing and the marketing of sport.

**Dr Mark Kilgour** has a background in international importing and private consultancy. His main areas of research include major thought processing theories, and how they apply to advertising, learning, and creativity. He has also taught and researched in the area of international marketing and cross cultural training. His creative thinking framework has been taught in Singapore, Germany and New Zealand. He lectures in a variety of marketing, innovation, and international management papers.

**Dr Scott Koslow**’s research focuses on how advertising is created by agencies and clients, and how advertising is interpreted and understood by consumers. Therefore, his research covers areas such as creativity, brand management, consumer information processing, and advertising effectiveness. Dr Koslow draws on psychological, sociological, and linguistic theory in developing his research. Dr Koslow also has a strong marketing research methods background and he comes from the measurement/psychometrics approach to statistics.

**Dr Valentyna Melnyk**’s research interests are in two main areas. The first one is in customer loyalty and loyalty programme designs. The second one is in cross-cultural marketing, in particular, consumer’s differences in reaction to marketing mix instruments (advertising, promotions, loyalty programmes, etc.) across countries and cultures. Her research approach is quantitative and includes both experimental designs and general linear models (e.g. regression analysis).

**Professor Harald van Heerde**’s research interests include decomposing sales promotion effects, pre-post promotion dips, price elasticities, dynamic effects of marketing on brands and markets, and nonparametric regression, and Bayesian (dynamic) models. His major fields are econometric models for measuring marketing mix effects, sales promotions, micro-marketing, store-level scanner data, nonparametric models, lead and lagged effects, Bayesian data analysis, and dynamic linear models.

**Professor Richard Varey** investigates participatory and ethical systems of managed interaction and communication. Currently he is studying the role of marketing in society from the point of view of marketing as a social interaction system, and the moral philosophy and political economy of market systems. He is particularly curious about social well-being, internal marketing, relationship marketing, and marketing communication principles and practices.

**Adjunct Supervisor**

**Dr Ed Weymes**’ research interests include peak performing and high performance organisations, relationship marketing and management education. Dr Weymes has been involved in a significant research programme that explored the factors that contribute to sustained competitive advantage in a number of organisations. This research builds on his earlier research that examined the interrelationship of quality management, customer service and strategic marketing.
**Paper Details for 2008**

For descriptions of MCOM (Management Communication) and STMG (Strategic Management) papers please refer to the relevant area of study.

**MKTG151-08S (HAM), 08A (HAM), 08B (HAM)**

**Introduction to Marketing and International Management**  
(Points: 15)
Marketing affects many aspects of our lives. This paper introduces the study of marketing by discussing key marketing concepts, including international aspects that impact our experiences as consumers of goods and services. Tutorial work gives you the opportunity to begin to apply your knowledge to actual situations.

For Semester 08A (HAM)
Convenor: Dr Mary FitzPatrick  
Internal assessment/Exam ratio: 1:1

For Semester 08B (HAM) and 08S (HAM)
Convenor: Dr Mark Kilgour  
Internal assessment/Exam ratio: 1:1

Equivalents: MINT151
Restrictions: MINT209 and MKTG209
Note: The Westpac Prize in Marketing and International Management is awarded to the top student of the year in this paper.

The S semester offering of MKTG151 is limited to 40 students. This paper is not available to students enrolled in the BCS marketing major.

**MKTG209-08S (HAM), 08A (HAM), 08B (HAM)**

**Principles of Marketing and International Management**  
(Points: 20)
An introduction to the principles of marketing and international management. This paper is designed as a foundation paper for non BMS students and Waikato Management School graduate diploma students. This paper is taught in conjunction with MKTG151 Introduction to Marketing and International Management.

For Semester 08A (HAM)
Convenor: Dr Mary FitzPatrick  
Internal assessment/Exam ratio: 1:1

For Semester 08B (HAM) and 08S (HAM)
Convenor: Dr Mark Kilgour  
Internal assessment/Exam ratio: 1:1

Equivalents: MINT151
Restrictions: MINT209 and MKTG209
Note: The Westpac Prize in Marketing and International Management is awarded to the top student of the year in this paper.

This paper is not available to students enrolled in the BMS or BECom degrees.

**MKTG251-08A (HAM), 08B (HAM)**

**Marketing Strategy**  
(Points: 20)
Based on the key concepts of differentiation and competitive positioning this paper focuses on analysing a company’s marketing situation, formulating a winning marketing strategy, and translating it into action in the marketplace. It also addresses some of the practical aspects of developing a marketing plan, and the on-going process of marketing planning, performance measurement and control. Extensive use is made of case studies.

Convenor: AProf Roger Brooksbank  
Internal assessment/Exam ratio: 1:1

Prerequisites: either MINT151, MKTG151, MINT209, or MKTG209
Equivalents: MINT271
Restrictions: MINT351 and MKTG351

**MKTG351-08A (HAM), 08B (HAM)**

**Marketing Strategy**  
(Points: 20)
Based on the key concepts of differentiation and competitive positioning this paper focuses on analysing a company’s marketing situation, formulating a winning marketing strategy, and translating it into action in the marketplace. It also addresses some of the practical aspects of developing a marketing plan, and the on-going process of marketing planning, performance measurement and control. Extensive use is made of case studies.

Convenor: AProf Roger Brooksbank  
Internal assessment/Exam ratio: 1:1

Prerequisites: MKTG209 or MINT209
Equivalents: MINT351
Restrictions: MINT271 and MKTG251
Note: This paper is not available for students enrolled in the BMS or BECom.

**MKTG352-08A (HAM), 08B (HAM)**

**Market Research**  
(Points: 20)
The emphasis of this paper will be on developing analytical and logical skills required to undertake effective marketing research. This paper will provide skills to translate conceptual understanding into specific operational plans – a skill in increasing demand in organisations today. This will involve learning how to prepare questionnaires, the effective use of focus groups to obtain consumer perceptions and attitudes, and the skills required to analyse quantitative and qualitative data. ‘Learning by doing’ is a major feature of this paper.

Convenor: Prof Harald Van Heerde  
Internal assessment/Exam ratio: 2:1

Prerequisites: either MKTG151, MINT151, MKTG209, or MINT209
Equivalents: MINT352
MKTG354-08A (HAM), 08A (TGA)

Marketing of Services  
(Points: 20)
An introduction to the marketing of services, designed to offer a sound base of theory and the opportunity to practise applying this knowledge to real-life service interactions.
Convenor: Dr Mary FitzPatrick
Internal assessment/Exam ratio: 2:1
Prerequisites: either MKTG151, MINT151, MKTG209, MINT209, or MINT232
Equivalents: MINT354
Restrictions: MINT454 and MKTG454

MKTG355-08A (HAM), 08B (HAM), 08B (TGA)

Consumer Behaviour  
(Points: 20)
This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.
For Semester 08A (HAM) and 08B (TGA)
Convenor: Dr Valentyna Melnyk
Internal assessment/Exam ratio: 2:1
For Semester 08B (HAM)
Convenor: AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisites: either MKTG151, MINT151, MKTG209, or MINT209
Equivalents: MINT355
Restrictions: MINT455 and MKTG455

MKTG356-08A (HAM), 08A (TGA)

Sport Marketing  
(Points: 20)
A study of marketing elements as they apply to the marketing of sport.
Convenor: AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisites: either MKTG151, MKTG209, or SPLS201

MKTG360-08B (HAM)

Special Topic: Retail Management  
(Points: 20)
An exploration of retail marketing and management, this paper introduces key retail marketing principles and trends of consumer products and services.
Convenor: AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisites: MKTG151 or MKTG209

MKTG390-08S (HAM), 08Y (HAM)

Directed Study  
(Points: 20)
This paper is available only to Waikato Management School students with the approval of the chairperson of the department.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MINT390
Equivalents: MINT390
Note: Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

MKTG399-08B (HAM)

Marketing Communication Investigation  
(Points: 20)
A directed investigation of an organisation’s marketing communication issue. This paper is only available to BCS students taking a double major combining marketing with either the management communication or public relations major.
Convenor: AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM398 or MKTG352
Equivalents: MINT399 and MCOM399
Restrictions: MCOM399
Note: This paper is only available to BCS students taking a marketing major and a second major in either management communication or public relations.

MKTG451-08A (HAM)

Applied Marketing Strategy  
(Points: 20)
This paper focuses on the development and application of strategic marketing concepts. Students examine marketing mistakes and participate in an advanced strategy simulation, BRANDMAPS, which develops the skills necessary to become a successful marketer.
Convenor: AProf David Taylor
Internal assessment/Exam ratio: 1:0
Prerequisites: either MKTG251, MINT271, MKTG351 or MINT351
Equivalents: MINT451
Restrictions: Enrolment in this paper is limited to 50 students.

MKTG452-08A (HAM)

Advertising and Promotional Strategy  
(Points: 20)
This paper provides an understanding of the promotional process from a management perspective, including creative strategy and execution, media strategy and the role of promotion in society.
Convenor: AProf Scott Koslow
Internal assessment/Exam ratio: 1:1
Prerequisites: either MKTG251, MINT271, MKTG351 or MINT351
Equivalents: MINT452
**MKTG453-08B (HAM), 08B (TGA)**

**International Marketing**  
(Points: 20)  
The unique characteristics of the international environment present a challenge to the marketer’s skills. This paper examines a wide range of issues facing organisations involved in international marketing activities.  
Convenor: Dr Mark Kilgour  
Internal assessment/Exam ratio: 2:1  
Prerequisites: either MKTG251, MINT271, MKTG351 or MINT351  
Equivalents: MINT453

**MKTG454-08A (HAM), 08A (TGA)**

**Marketing of Services**  
(Points: 20)  
An introduction to the marketing of services, designed to offer a sound base of theory and the opportunity to practise applying this knowledge to real-life service interactions.  
Convenor: Dr Mary FitzPatrick  
Internal assessment/Exam ratio: 2:1  
Prerequisites: either MKTG251, MINT271, MKTG351 or MINT351  
Equivalents: MINT454  
Restrictions: MINT354 and MKTG354

**MKTG455-08A (HAM), 08B (HAM), 08B (TGA)**

**Consumer Behaviour**  
(Points: 20)  
This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.  
**For Semester 08A (HAM)**  
Convenor: Dr Valentyna Melnyk  
Internal assessment/Exam ratio: 2:1  
**For Semester 08B (HAM) and 08B (TGA)**  
Convenor: AProf Ron Garland  
Internal assessment/Exam ratio: 2:1  
Prerequisites: either MKTG151, MINT151, MKTG209 or MINT209  
Equivalents: MINT455  
Restrictions: MINT354 and MKTG355

**MKTG458-08B (HAM)**

**Relationship Marketing**  
(Points: 20)  
This paper introduces principles and practices of relationship marketing and critical insights into issues in managing customer relationships.  
Convenor: Prof Richard Varey  
Internal assessment/Exam ratio: 1:0  
Prerequisites: either MKTG151, MKTG209, MINT151, MKTG209, or MINT232  
Equivalents: MINT458  
Note: The ANZ National Bank Prize in Relationship Marketing is awarded to the top student of the year in this paper.

**MKTG459-08B (HAM), 08B (TGA)**

**Professional Selling**  
(Points: 20)  
In the modern business world, the successful salesperson needs to be more customer oriented, knowledgeable, and skilled than ever before. This paper is concerned with developing abilities in these areas, together with an understanding of how the theory translates into practice.  
Convenor: AProf Roger Brooksbank  
Internal assessment/Exam ratio: 1:1  
Prerequisites: either MKTG251, MKTG351, MINT271, or MINT351  
Equivalents: MINT459

**MKTG471-08A (HAM), 08A (TGA)**

**Strategic Brand Management**  
(Points: 20)  
This paper takes a consumer-oriented perspective to brand management. It examines why brands are important, what brands mean to consumers, and issues in building and managing brands over time. An important element of the course is the brand-tracking project through which students get first-hand experience in measuring brand image.  
Convenor: AProf Carolyn Costley  
Internal assessment/Exam ratio: 1:0  
Prerequisites: either MKTG251, MKTG351, MINT271, or MINT351  
Equivalents: MINT471

**MKTG490-08S (HAM), 08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)**

**Directed Study**  
(Points: 20)  
This paper is available only to Waikato Management School students with the approval of the Chairperson of the Department.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Equivalents: MINT490  
Note: Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

**MKTG499-08C (HAM), 08G (HAM), 08H (HAM), 08I (HAM), 08J (HAM), 08K (HAM)**

**Report of an Investigation**  
(Points: 20)  
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.  
Convenor: AProf Roger Brooksbank  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers  
Equivalents: MINT499  
Restrictions: MKTG599
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG507-08A (HAM)</td>
<td>The Research Process: Marketing and International Management</td>
<td>(Points: 30) Introduces the key elements in the process for undertaking graduate research. It covers topic selection, literature reviews, quantitative and qualitative methodologies, and research writing. Convenor: AProf Lorraine Friend Internal assessment/Exam ratio: 1:0 Equivalents: MINT507</td>
</tr>
<tr>
<td>MKTG551-08A (HAM)</td>
<td>Developments in Marketing Strategy</td>
<td>(Points: 30) This advanced level paper uses a student-centred seminar format to explore developments in the marketing literature. Students study both current and classic developments in knowledge about marketing strategy. Selecting a few topics for in-depth study allows students to critically evaluate and extend ideas from the literature. Topics may include market orientation, brand management, new products, pricing, advertising, and others. While earlier marketing strategy courses emphasise what marketing strategy entails and how to make strategy decisions, this course focuses on why. Convenor: AProf Carolyn Costley Internal assessment/Exam ratio: 1:0 Equivalents: MINT551</td>
</tr>
<tr>
<td>MKTG552-08A (HAM)</td>
<td>Advanced Advertising Strategy</td>
<td>(Points: 30) This advanced level paper seeks to deepen students' knowledge of how advertising and promotions work or don't work, as the case may be. The paper investigates managerially relevant topics using current theoretical approaches to promotion. The paper's approach is to start with persuasion and consumer decision making theory and move towards a practical understanding of how promotion influences consumers and purchasing behaviour. Convenor: Dr Mark Kilgour Internal assessment/Exam ratio: 1:0 Equivalents: MINT552</td>
</tr>
<tr>
<td>MKTG553-08A (HAM)</td>
<td>International Marketing</td>
<td>(Points: 30) This advanced level paper aims to find solutions to potential problems that firms entering a global market may face. The paper investigates managerially relevant topics (e.g., country-of-origin effects, branding and pricing strategies, etc.) using the latest theoretical theories. Convenor: Dr Valentyna Melnyk Internal assessment/Exam ratio: 1:0 Equivalents: MINT553</td>
</tr>
<tr>
<td>MKTG554-08B (HAM)</td>
<td>Service Marketing</td>
<td>(Points: 30) Examines the theoretical underpinnings and practical applications of selected services marketing topics. Through theoretical analysis, examines the complexity and difficulties in creating, managing, and evaluating services. Convenor: AProf Lorraine Friend Internal assessment/Exam ratio: 1:0 Equivalents: MINT554</td>
</tr>
<tr>
<td>MKTG555-08B (HAM)</td>
<td>Consumer Behaviour</td>
<td>(Points: 30) This advanced level paper uses a student-centred seminar format to explore characteristics of consumers’ decision making, owning, and consuming behaviour. Students study a wide range of both current and classic developments in the consumer behaviour literature. Choosing a few topics to study closely allows students to critically evaluate and extend ideas in the literature and to draw implications for consumers, policy makers, and marketers. Convenor: AProf Carolyn Costley Internal assessment/Exam ratio: 1:0 Equivalents: MINT555</td>
</tr>
<tr>
<td>MKTG556-08B (HAM)</td>
<td>Marketing Through the Sports Media</td>
<td>(Points: 30) Development of a critical understanding of marketing through, and management of, the sports media. Convenor: AProf Ron Garland, Dr Toni Bruce Internal assessment/Exam ratio: 1:0 Prerequisites: entry is at the discretion of the Chairperson of Department of either Marketing or Sport and Leisure Studies</td>
</tr>
<tr>
<td>MKTG590-08S (HAM), 08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)</td>
<td>Directed Study</td>
<td>(Points: 30) This paper is available only to Waikato Management School students with the approval of the Chairperson of the Department. This paper involves supervised study of a topic. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature. Convenor: Not available at time of printing Internal assessment/Exam ratio: 1:0 Equivalents: MINT590 Note: Students are required to identify a topic and arrange a supervisor before enrolling in this paper.</td>
</tr>
</tbody>
</table>
MKTG591-08C (HAM)

Marketing Dissertation
(Points: 30)
This paper gives students an opportunity to carry out research or further study in a specialised interest area. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Convenor: AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Equivalents: MINT591
Note: The Guideline for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG592-08C (HAM)

Marketing Dissertation
(Points: 60)
This paper gives students an opportunity to carry out research or further study in a specialised interest area. You should have completed a research methods paper before commencing this paper. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Convenor: AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Equivalents: MINT592
Note: The Guideline for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG593-08C (HAM)

Marketing Thesis
(Points: 90)
This paper gives students an opportunity to carry out research or further study in a specialised interest area. You should have completed a research methods paper before commencing this paper. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Convenor: AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Equivalents: MINT593
Note: The Guideline for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG594-08C (HAM)

Marketing Thesis
(Points: 120)
The thesis will embody the results of an original and supervised investigation by the student. Normally, students will have already completed an appropriate research methods course. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Convenor: AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Equivalents: MINT594
Note: The Guideline for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG599-08C (HAM), 08G (HAM), 08H (HAM), 08I (HAM), 08J (HAM)

Report of an Investigation
(Points: 30)
A 599 Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS Honours Programme. A supervisor is appointed to oversee the research. Any research undertaken to fulfil the requirements for this course must have an academic content which is at least equivalent to that required for a Directed Research Project. The scope and the level of theoretical and methodological sophistication expected are much greater than that for a 499.
Convenor: AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:0
Prerequisites: MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers
Equivalents: MINT599
Restrictions: MKTG499

www.management.ac.nz
Why choose Public Relations?

Public relations play an essential role in organisational sustainability as it involves maintaining good relationships between organisations and their stakeholders. Within public relations, a range of strategic communications are practised, such as crisis and issues management, event management, sponsorship and fundraising, employee relations, government relations and public affairs. Public relations professionals work with the media, act as the communication intersection between organisations and their publics, and provide the communication support that organisations require.

Public relations is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists public relations as an available subject, you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Management Communication

Undergraduate enquiries
Dr Cheryl Cockburn-Wootten  
MSB4.38 Ext. 6377 cwootten@waikato.ac.nz
Dr Margalit Toledano  
MSB4.32 Ext. 6112 toledano@waikato.ac.nz

Graduate enquiries
Dr Fabrice Desmarais  
MSB4.35J Ext. 6113 fabrice@waikato.ac.nz
Dr Michele Schoenberger-Orgad  
MSB3.38F Ext. 6117 morgad@waikato.ac.nz
Professor Juliet Roper  
MSB4.35H Ext. 4142 jroper@waikato.ac.nz
Professor David McKie  
MSB4.35D Ext. 4197 dmckie@waikato.ac.nz
Professor C. Kay Weaver  
MSB4.35A Ext. 6222 ckweaver@waikato.ac.nz

Scholarships

- Bren Low Memorial Scholarship
- Brian Smith Memorial 499/599 Scholarship
- WMS International Exchange Scholarships

Please refer to the Orientation section of this handbook for further information.
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BCS</th>
<th>BCS(Hons)</th>
<th>2nd Major</th>
<th>GradCertPR</th>
<th>GradDipPR</th>
<th>PGCertPR</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MCOM200</td>
<td>S A B</td>
<td>Management Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM220</td>
<td>A</td>
<td>Communication Theory</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM231</td>
<td>A</td>
<td>Interpersonal Communication</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM233</td>
<td>A</td>
<td>Public Relations Practices</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM235</td>
<td>B</td>
<td>Media and Public Relations</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM237</td>
<td>A</td>
<td>Advertising Communication and Creativity</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM292</td>
<td>B</td>
<td>Business Communication</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>MCOM330</td>
<td>S</td>
<td>Professional Speaking and Speechwriting</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM332</td>
<td>A</td>
<td>Professional and Public Relations Writing</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM333</td>
<td>B</td>
<td>Public Relations Campaigns</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM334</td>
<td>B</td>
<td>Public Relations Cases</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM335</td>
<td>B</td>
<td>Media and Public Relations</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM337</td>
<td>B</td>
<td>Advertising, Branding and Identity.com</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM387</td>
<td>Y A B</td>
<td>Communication Internship</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM390</td>
<td>Y A B</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM398</td>
<td>A</td>
<td>Careers and Communication Consulting Methods</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM399</td>
<td>B</td>
<td>Communication Investigation in the Workplace</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MCOM430</td>
<td>S</td>
<td>Professional Speaking and Speechwriting</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM431</td>
<td>B</td>
<td>Negotiation and Persuasion</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM432</td>
<td>A</td>
<td>Professional and Public Relations Writing</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM434</td>
<td>B</td>
<td>Public Relations Cases</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM476</td>
<td>A</td>
<td>Communicating Across Cultures</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM490</td>
<td>Y A B</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>MCOM530</td>
<td>A</td>
<td>Communication Research Methods</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM566</td>
<td>S</td>
<td>Special Topic</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM576</td>
<td>B</td>
<td>Intercultural Communication</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM579</td>
<td>B</td>
<td>Communication in Organisations</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM583</td>
<td>A</td>
<td>Communication and Leadership</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM584</td>
<td>B</td>
<td>Global Issues in Public Relations</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM585</td>
<td>A</td>
<td>Corporate Public Relations</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM587</td>
<td>Y A B</td>
<td>Communication Internship</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM590</td>
<td>SYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM591</td>
<td>C</td>
<td>Management Communication Dissertation</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM592</td>
<td>C</td>
<td>Management Communication Dissertation</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM593</td>
<td>C</td>
<td>Management Communication Thesis</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MCOM594</td>
<td>C</td>
<td>Management Communication Thesis</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG551</td>
<td>A</td>
<td>Developments in Marketing Strategy</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG552</td>
<td>A</td>
<td>Advanced Advertising Strategy</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG554</td>
<td>B</td>
<td>Service Marketing</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

Bachelor of Management Studies (BMS)

Public Relations
120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.
You must include the following papers:
• MCOM233 Public Relations in Practice
• MCOM335 Media and Public Relations
• MCOM333 Public Relations Campaigns
• MCOM432 Professional and Public Relations Writing

and a further 40 points from the following list of electives:
• MCOM220 Communication Theory
• MCOM231 Interpersonal Communication
• MCOM237 Advertising Communication and Creativity
• MCOM292 Business Communication
• MCOM330 Professional Speaking and Speechwriting
• MCOM334 Public Relations Cases
• MCOM337 Advertising, Branding and Identity.com
• MCOM387 Communication Internship
• MCOM390 Directed Study
• MCOM398 Careers and Communication Consulting Methods
• MCOM430 Professional Speaking and Speechwriting
• MCOM431 Negotiation and Persuasion
• MCOM434 Public Relations Cases
• MCOM476 Communicating Across Cultures
• MCOM490 Directed Study

Bachelor of Management Studies with Honours (BMS(Hons))

Public Relations
120 points (at least 6 papers) above 100 level including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and which must include at least 30 points at 500 level. Available papers are listed in the above table.
You must include the following papers:
• MCOM233 Public Relations in Practice
• MCOM335 Media and Public Relations
• MCOM333 Public Relations Campaigns
• MCOM432 Professional and Public Relations Writing
• MCOM585 Corporate Public Relations

and a further 30 points from the following list of electives:
• MCOM530 Communication Research Methods
• MCOM566 Special Topic
• MCOM581 Public Relations and Sport
• MCOM582 Public Relations in the Culture Industries
• MCOM584 Global Issues in Management
• MCOM587 Communication Internship

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 60 points at 500 level is required to meet the degree regulations.

Bachelor of Communication Studies (BCS)

Public Relations
120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• MCOM233 Public Relations in Practice
• MCOM235 Media and Public Relations
• MCOM332 Professional and Public Relations Writing
• MCOM333 Public Relations Campaigns
  and a further 40 points from the following list of electives:
  • MCOM200 Management Communication
  • MCOM231 Interpersonal Communication
  • MCOM237 Advertising Communication and Creativity
  • MCOM292 Business Communication
  • MCOM330 Professional Speaking and Speechwriting
  • MCOM334 Public Relations Cases
  • MCOM337 Advertising, Branding and Identity.com
  • MCOM387 Communication Internship
  • MCOM398 Careers and Communication Consulting Methods
  • MCOM390 Directed Study
  • MCOM399 Communication Investigation in the Workplace (only available to students majoring in two Waikato Management School majors)
  • MCOM430 Professional Speaking and Speechwriting
  • MCOM431 Negotiation and Persuasion
  • MCOM434 Public Relations Cases
  • MCOM476 Communicating Across Cultures
  • MCOM490 Directed Study

**Bachelor of Communication Studies with Honours (BCS(Hons))**

**Public Relations**

120 points at 500 level. Available papers are listed in the above table.

You must include the following paper:
  • MCOM585 Corporate Public Relations
  and at least 30 points from the following list of electives:
  • MCOM581 Public Relations and Sport
  • MCOM582 Public Relations in the Culture Industries
  • MCOM584 Global Issues in Management
  and up to 60 points from the following list of electives:
  • MCOM530 Communication Research Methods
  • MCOM565 Communication and Organisational Change
  • MCOM566 Special Topic
  • MCOM576 Intercultural Communication
  • MCOM579 Communication in Organisations
  • MCOM583 Communication and Leadership
  • MCOM586 Communication & Technology
  • MCOM587 Communication Internship
  • MCOM590 Directed Study (30 points)
  • MCOM591 Dissertation (30 points)

**Second Major for other degrees**

**Public Relations**

Students who are not enrolled in one of the above qualifications may still take Public Relations as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers:
  • MCOM233 Public Relations in Practice
  • MCOM235 Media and Public Relations
  • MCOM332 Professional and Public Relations Writing
  • MCOM333 Public Relations Campaigns

**Graduate Certificate in Public Relations (GradCert(PR))**

**Requirements**

60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.
### Graduate Diploma in Public Relations (GradDip(PR))

**Requirements**

120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table. You must include the following papers:

- MCOM233 Public Relations Practices
- MCOM335 Media and Public Relations
- MCOM332 Professional and Public Relations Writing
- MCOM333 Public Relations Campaigns

and 40 points from the following list of electives:

- MCOM237 Advertising Communication and Creativity
- MCOM334 Public Relations Cases
- MCOM337 Advertising, Branding and Identity
- MCOM398 Careers and Communication Consulting Methods
- MCOM431 Negotiation and Persuasion
- MCOM434 Public Relations Cases
- MCOM476 Communicating Across Cultures

It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

### Postgraduate Certificate in Public Relations (PGCert(PR))

**Requirements**

60 points at 500 level. Available papers are listed in the table above. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Postgraduate Diploma in Public Relations (PGDip(PR))

**Requirements**

120 points at 500 level. Available papers are listed in the above table. You must include the following paper:

- MCOM585 Corporate Public Relations

and at least 30 points from the following list of electives:

- MCOM581 Public Relations and Sport
- MCOM582 Public Relations in the Culture Industries
- MCOM584 Global Issues in Management

and up to 60 points from the following list of electives:

- MCOM530 Communication Research Methods
- MCOM565 Communication and Organisational Change
- MCOM566 Special Topic
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership
- MCOM586 Communication & Technology
- MCOM587 Communication Internship
- MCOM590 Directed Study (30 points)
- MCOM591 Dissertation (30 points)

It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor. You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Master of Management Studies (MMS)

**Public Relations**

120 points at 500 level. Available papers are listed in the above table. You must include a dissertation MCOM591 or MCOM592 (30 or 60 points) or thesis MCOM593 or MCOM594 (90 or 120 points), the prerequisite for which is the research methodology paper MCOM530 Communication Research Methods, normally all within the major subject area.

Prior to, or during a masters degree in public relations the following paper must be passed:

- MCOM585 Corporate Public Relations

and at least 30 points from the following list:

- MCOM581 Public Relations and Sport
You may include up to 120 points from the following list of electives:

- MCOM530 Communication Research Methods
- MCOM565 Communication and Organisational Change
- MCOM566 Special Topic
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership
- MCOM586 Communication & Technology
- MCOM587 Communication Internship
- MCOM590 Directed Study (30 points)

Alternatively, up to 60 points may be substituted from the following list of electives:

- MKTG551 Developments in Marketing Strategy
- MKTG552 Advanced Advertising Strategy
- MKTG554 Service Marketing

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor

PhD Supervisors

We are always pleased to consider applications for theses. Our current doctoral supervisors and their areas of interest are as follows:

**Adjunct Professor George Cheney** specialises in the area of organisational communication, having strong secondary interests in rhetorical and social criticism and critical discourse analysis. His research draws upon both social-scientific and humanistic traditions in an effort to understand better organisational experience and to enhance contemporary work life. His current research centres on such topics as organisational identity, employee participation and workplace democracy, patterns in corporate public discourse (especially public relations and marketing), and business ethics.

**Dr Cheryl Cockburn-Wootten** is interested in identity, gender and emotion, in relation to organisational communication and management studies. Her other interests are in theoretical, epistemological debates within the qualitative research field and she enjoys unravelling the ‘Gordian Knot’ of paradigms!

**Dr Fabrice Desmarais** focuses on research in advertising, sport and culture. Fabrice is currently conducting research on the use of sport endorsers in advertising in several advertising agencies around the world. Fabrice also has experience working in the advertising industry as a creative at the Images & Co advertising agency. He has worked on various advertising accounts including Chocody and Air France.

**Professor David McKie** has interests across the spectrum of communication, media, new technologies, and public relations. His work is interdisciplinary and takes a multi-methodological approach to qualitative investigation. Current research includes environmental issues (especially in relation to media and public relations), leadership communication, futures and scenarios, managing organisational diversity, creativity, imagination and intuition in organisations, and business applications of cyberspace, postmodernism and new science.

**Associate Professor Debashish Munshi** looks at media and management discourses through a variety of lenses, including postcolonial, subaltern and feminist ones. His field of study encompasses journalism, public relations, organisational communication, and intercultural communication. He has a special interest in issues of diversity.

**Professor Juliet Roper** specialises in the area of public relations and issues management, with a particular research interest in the areas of corporate responsibility, sustainability, and policy formation. She has published widely in the field of political public relations, including election campaigns, corporate lobbying and advocacy at the national and international level, and the use of new technologies for activist campaigns. Her research is qualitative, drawing upon critical discourse theory.

**Dr Michele Schoenberger-Orgad** has a wide range of research interests including political public relations communication, issues management and crisis communication. She is currently engaged in research on the creative and cultural industries and how these contribute to cultural sustainability.

**Professor C. Kay Weaver** has a range of research interests in communication, media and public relations. She has published widely on media representations of crime and violence, and media users and science, and new technologies. Her research draws on a range of theoretical and methodological approaches including critical analysis, discourse theory, theories of reception and communication effects.

Paper Details for 2008

For descriptions of MCOM (Management Communication) and MTKG (Marketing) papers please refer to the relevant area of study.
Social Enterprise

Interests
- Social Enterprise
- Management in organisations whose first priority is something other than profit for personal gain
- Social and Environmental Responsibility
- Human Rights

Careers
- Managers for community based organisation
- Manager for charitable trusts
- Manager for fundraising organisation
- Manager for an organisation who has social responsibility as a key commitment

Employers
- Community Organisations
- Local Authorities: Community Management
- Public Sector: Community Management
- Corporate Sector with a Social Responsibility Commitment
- Sports and Leisure Bodies
- Lobby Groups
- Church Management
- Trade Union Organisations

Scholarships
- Trust Waikato Student Community Grants
- Postgraduate Fees Scholarship in Social Enterprise

Please refer to the Orientation section of this handbook for further information.

Why choose Social Enterprise?
Social enterprises are endeavours that have an entrepreneurial orientation and are conducted in the public interest. Our papers offer opportunities to develop a critical awareness of the scope of social enterprise organisations in a modern western society. We develop an understanding of the key management issues that face these types of organisations.

Complementary areas of study may include, accounting, marketing, public relations, strategic management and leadership and human resource management.

Contacts for Social Enterprise
Associate Professor Maria Humphries
MS5.G.13 Ph: 027 292 8809 MARIAH@waikato.ac.nz
Dr Suzanne Grant
MS5.G.11 ext.6409 SLGRANT@waikato.ac.nz
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>PGCertSocEnt</th>
<th>PGDipSocEnt</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>SCEN501</td>
<td>A</td>
<td>Social Enterprise in Context</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN502</td>
<td>B</td>
<td>Management and Social Enterprise</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN503</td>
<td>A B</td>
<td>Practicum: Social Enterprise</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN504</td>
<td>A</td>
<td>Issues in Third Sector Research</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN590</td>
<td>Y A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN591</td>
<td>C</td>
<td>Social Enterprise Dissertation</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN592</td>
<td>C</td>
<td>Social Enterprise Dissertation</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN593</td>
<td>C</td>
<td>Social Enterprise Thesis</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCEN594</td>
<td>C</td>
<td>Social Enterprise Thesis</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ACCT507</td>
<td>A</td>
<td>Accounting, Sustainability and a Changing Environment</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>ACCT512</td>
<td>S</td>
<td>Organisations and Society</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>DEVSS05</td>
<td>B</td>
<td>Governance and Indigenous Development</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>GEOG516</td>
<td>B</td>
<td>Advanced Development Studies</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMGS74</td>
<td>B</td>
<td>Women and Organisations</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>LBSTS41</td>
<td>A</td>
<td>Labour, Education and Training 1: Issues and Policies</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>PCSS532</td>
<td>Y</td>
<td>Advanced Seminar in Adult Education and Training</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SOCP506</td>
<td>B</td>
<td>Social Policy: Comparative Approaches</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SOCPS07</td>
<td>A</td>
<td>Social Policy and Ageing</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG524</td>
<td>B</td>
<td>Entrepreneurship, Theory and Practice</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG580</td>
<td>A</td>
<td>Strategies for Sustainability</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

## Qualification and Specific Subject Requirements

**Postgraduate Certificate in Social Enterprise (PGCert(SocEnt))**

**Requirements**

60 points at 500 level. Available papers are listed in the above table. You are required to contact the Department’s Graduate Convenor by e-mail or phone to discuss an appropriate personal programme of study.

**Postgraduate Diploma in Social Enterprise (PGDip(SocEnt))**

**Requirements**

120 points at 500 level. Available papers are listed in the above table. You must include the following papers:

- SCEN501 Social Enterprise
- SCEN502 Management and Social Enterprise

And a further 60 points from the following list of electives:

- SCEN503 Practicum: Social Enterprise
- SCEN504 Issues in Third Sector Research
- SCEN590 Directed Study
- ACCT507 Accountability, Sustainability and a Changing Environment
- ACCT512 Organisations and Society
- ACCT532 Public Sector Performance Measurement and Evaluation
- DEVSS03 Indigenous Peoples Development
- DEVSS05 Governance and Indigenous Development
- GEOG516 Advanced Development Studies
- HRMGS74 Women and Organisations
- LBSTS41 Labour, Education and Training 1: Issues and Policies (15 points)
Social Enterprise

- LBST542 Labour, Education and Training 2: Applied Research Project (15 points)
- MCOM565 Communication & Organisational Change
- MCOM582 Public Relations in the Culture Industries
- MSYS511 Creating and Managing Organisational Knowledge and Learning
- PCSS532 Advanced Seminar in Adult Education and Training
- SOCP506 Social Policy: Comparative Approaches (15 points)
- SOCP507 Social Policy and Ageing (15 points)
- STMG524 Entrepreneurship Theory and Practice
- STMG557 Strategic Partnerships and Collaboration
- STMG580 Strategies for Sustainability

It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.

You are required to contact the Department’s Graduate Convenor by e-mail or phone to discuss an appropriate personal programme of study.

**Master of Management Studies (MMS)**

**Social Enterprise**

120 points at 500 level. Available papers are listed in the above table.

You must include a dissertation SCEN591 or SCEN592 (30 or 60 points), or thesis SCEN593 or SCEN594 (90 or 120 points) and a research methodology paper, which would normally be SCEN503 Practicum: Social Enterprise, unless passed previously, normally all within the major subject area.

Prior to, or during a masters degree in social enterprise the following papers must be passed:

- SCEN501 Social Enterprise
- SCEN502 Management and Social Enterprise

and at least 30 points from the following list of electives:

- ACCT532 Public Sector Performance Measurement and Evaluation
- STMG524 Entrepreneurship Theory and Practice

If required you may select from the following list of electives:

- SCEN503 Practicum: Social Enterprise
- SCEN504 Issues in Third Sector Research
- SCEN590 Directed Study
- ACCT507 Accountability, Sustainability and a Changing Environment
- ACCT512 Organisations and Society
- DEV503 Indigenous Peoples Development
- DEV505 Governance and Indigenous Development
- GEOG516 Advanced Development Studies
- HRMG574 Women and Organisations
- LBST541 Labour, Education and Training 1: Issues and Policies (15 points)
- LBST542 Labour, Education and Training 2: Applied Research Project (15 points)
- MCOM565 Communication & Organisational Change
- MCOM582 Public Relations in the Culture Industries
- MSYS511 Creating and Managing Organisational Knowledge and Learning
- PCSS532 Advanced Seminar in Adult Education and Training
- SOCP506 Social Policy: Comparative Approaches (15 points)
- SOCP507 Social Policy and Ageing (15 points)
- STMG557 Strategic Partnerships and Collaboration
- STMG580 Strategies for Sustainability

You are required to contact the Department’s Graduate Convenor by e-mail or phone to discuss an appropriate personal programme of study.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor
PhD Supervisor

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our Qualification Convenor is Associate Professor Dr Maria Humphries. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Maria.

**Associate Professor Maria Humphries**' research interests include the moving boundaries or responsibilities between the public, private and community sectors and the contribution of these various configurations to human flourishing and environmental well-being. Maria’s broader research interests include the application of critical and feminist theories to management education and research.

---

**Paper Details for 2008**

For descriptions of ACCT (Accounting), HRMG (Human Resource Management), MSYS (Management Systems) and STMG (Strategic Management) papers please refer to the relevant area of study.

For descriptions of DEVS papers please refer to the School of Māori and Pacific Development, for GEOG, LBST and SOCP papers please refer to the Faculty of Arts and Social Sciences and for PCSS papers please refer to the School of Education.

**SCEN501-08A (NET)**

**Social Enterprise in Context**
(Points: 30)
A critical examination of the contribution of social enterprise to human flourishing and environmental stewardship in the context of intensifying globalisation.

Convenor: AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP501
Note: This paper is limited to 20 students selected by the Convenor of Social Enterprise on order of application to enrol.

**SCEN502-08B (NET)**

**Management and Social Enterprise**
(Points: 30)
Achieving a balance between 'social' and 'enterprise' objectives may not be straight forward. This paper examines some of the issues which may arise for managers of a social enterprise.

Convenor: Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP502
Note: This paper is limited to 20 students selected by the Convenor of Social Enterprise on order of application to enrol.

**SCEN503-08A (NET), 08B (NET)**

**Practicum: Social Enterprise**
(Points: 30)
The study of methodological issues in organisational research and an application of this learning, through an applied project to the examination of the contribution of social enterprise to human flourishing and environmental stewardship in the context of intensifying globalisation.

For Semester 08A (NET)
Convenor: AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
For Semester 08B (NET)
Convenor: Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Prerequisites: SCEN501 and SCEN502
Equivalents: MNFP503
Note: This paper is limited to 20 students selected by the Convenor of Social Enterprise on order of application to enrol.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Points</th>
<th>Convenor</th>
<th>Internal Assessment/Exam Ratio</th>
<th>Equivalents</th>
<th>Note</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCEN504-08A (NET)</td>
<td>Issues in Third Sector Research</td>
<td>30</td>
<td>AProf Maria Humphries</td>
<td>1:0</td>
<td>MNFP504</td>
<td>This paper is limited to 20 students selected by the Convenor of Social Enterprise on order of application to enrol.</td>
</tr>
<tr>
<td>SCEN590-08A (NET), 08B (NET), 08Y (NET)</td>
<td>Directed Study</td>
<td>30</td>
<td>Not available at time of printing</td>
<td>1:0</td>
<td>MNFP590</td>
<td>Students are required to arrange a supervisor and identify a topic before enrolling in this paper.</td>
</tr>
<tr>
<td>SCEN591-08C (NET)</td>
<td>Social Enterprise Dissertation</td>
<td>30</td>
<td>Not available at time of printing</td>
<td>1:0</td>
<td>MNFP591</td>
<td>The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.</td>
</tr>
<tr>
<td>SCEN592-08C (NET)</td>
<td>Social Enterprise Dissertation</td>
<td>60</td>
<td>Not available at time of printing</td>
<td>1:0</td>
<td>MNFP592</td>
<td>The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.</td>
</tr>
<tr>
<td>SCEN593-08C (NET)</td>
<td>Social Enterprise Thesis</td>
<td>90</td>
<td>Not available at time of printing</td>
<td>1:0</td>
<td>MNFP593</td>
<td>The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.</td>
</tr>
<tr>
<td>SCEN594-08C (NET)</td>
<td>Social Enterprise Thesis</td>
<td>120</td>
<td>Not available at time of printing</td>
<td>1:0</td>
<td>MNFP594</td>
<td>The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.</td>
</tr>
</tbody>
</table>
Why choose Strategic Management?

Given the challenges and opportunities in today’s global marketplace, business managers must do more than set long-term strategies and hope for the best. Strategic management is the full set of commitments, decisions, and actions required for a firm to achieve strategic competitiveness and above average returns.

The curriculum focuses on developing tools and insights to enable the analysis of both dynamic business landscapes and the internal capabilities of companies for the purpose of improving strategic choices and enhancing future value creation.

Strategic management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Strategic management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Strategy and Human Resource Management

Bobbie Wisneski – Undergraduate/Graduate Advisor
MSB4.09 ext 4195 bobbie@waikato.ac.nz

Eva Collins – Strategic Management enquiries
MSB4.39 ext 4083 evacollns@waikato.ac.nz

John Gilbert – Human Resource Management enquiries
MSB4.01 ext 8126 jgilbert@waikato.ac.nz

Scholarships

- Brian Smith Memorial Entrance Scholarship (1st year students)
- KR Sustainable Enterprise Ideas Scholarship (1st year students)
- Perry Foundation Brian Perry Business Management Scholarship (1st year students)
- Brian Smith Memorial 499/599 Scholarship
- WMS International Exchange Scholarships

Please refer to the Orientation section of this handbook for further information.
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertStratMgt</th>
<th>Grad DipStratMgt</th>
<th>PGCertStratMgt</th>
<th>MMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>STMG222</td>
<td>A</td>
<td>Net Ready: Navigating the Competitive Landscape</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG285</td>
<td>B</td>
<td>Strategy for Enterprise</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>STMG311</td>
<td>A</td>
<td>The International Business Environment</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG324</td>
<td>B</td>
<td>Entrepreneurship and Innovation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG330</td>
<td>B</td>
<td>Management Technology and Organisation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG344</td>
<td>A</td>
<td>Business, Government and Society</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG346</td>
<td>A</td>
<td>Electronic Commerce: Competing on the Edge</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG385</td>
<td>B</td>
<td>Strategy for Enterprise</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG388</td>
<td>B</td>
<td>Strategic Alliances and Networks</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG391</td>
<td>S A B</td>
<td>Strategic Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG343</td>
<td>S A B</td>
<td>Business Research Methods</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG374</td>
<td>A</td>
<td>Women and Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>STMG412</td>
<td>B</td>
<td>International Business Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG424</td>
<td>B</td>
<td>Entrepreneurship and Innovation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG425</td>
<td>B</td>
<td>Managing with Spirit</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG483</td>
<td>A</td>
<td>Strategic Leadership</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG490</td>
<td>C A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HRMG445</td>
<td>B</td>
<td>Career Management and Development</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>STMG501</td>
<td>S</td>
<td>Global Business: Strategic Marketing and Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG512</td>
<td>B</td>
<td>Strategic Innovation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG517</td>
<td>B</td>
<td>Current Issues in International Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG524</td>
<td>B</td>
<td>Entrepreneurship, Theory and Practice</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG555</td>
<td>A</td>
<td>Foundations of Strategy and Organisation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG580</td>
<td>A</td>
<td>Strategies for Sustainability</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG588</td>
<td>A</td>
<td>International Business Strategy</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG590</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG591</td>
<td>C</td>
<td>Strategic Management Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG592</td>
<td>C</td>
<td>Strategic Management Dissertation</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG593</td>
<td>C</td>
<td>Strategic Management Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG594</td>
<td>C</td>
<td>Strategic Management Thesis</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT501</td>
<td>S</td>
<td>Research Methods in Management Studies</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

**Strategic Management**

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You may include the following Human Resource Management papers if they are not counted for a Human Resource Management major:

- HRMG343 Business Research Methods (this paper is a prerequisite for STMG499)
- HRMG374 Women and Management
**Note:** STMG391 Strategic Management may not count towards a Strategic Management major. Please also note that 500 level papers are only available to honours students.

## Bachelor of Management Studies with Honours (BMS(Hons))

### Strategic Management

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.

You may include the following Human Resource Management papers if they are not counted for a Human Resource Management major:
- HRMG343 Business Research Methods (this paper is a prerequisite for STMG499)
- HRMG374 Women and Management
- HRMG445 Career Management and Development

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

## Second Major for other degrees

### Strategic Management

Students who are not enrolled in the above qualification may still take Strategic Management as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.

You must include the following papers and no more than two HRMG coded papers:
- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG346 Electronic Commerce: Competing on the Edge

## Graduate Certificate in Strategic Management (GradCert(SratMgt))

### Requirements

60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

## Graduate Diploma in Strategic Management (GradDip(StratMgt))

### Requirements

120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.

You must include the following paper:
- STMG391 Strategic Management

It is possible to take up to 40 points from outside the subject with the permission of the Department’s Graduate Convenor.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

## Postgraduate Certificate in Strategic Management (PGCert(SratMgt))

### Requirements

60 points at 500 level. Available papers are listed in the above table.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

## Postgraduate Diploma in Strategic Management (PGDip(StratMgt))

### Requirements

120 points at 500 level. Available papers are listed in the above table.

It is possible to take 30 points from outside the subject with the permission of the Department’s Graduate Convenor.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

## Master of Management Studies (MMS)

### Strategic Management

120 points at 500 level. Available papers are listed in the above table.

You must include a dissertation STMG591 or STMG592 (30 or 60 points) or thesis STMG593 or STMG594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

## Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

Strategic and Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

**Associate Professor Michèle Akoorie**'s research interests are in the areas of foreign direct investment (FDI) and government policy, history of FDI in the New Zealand economy, internationalisation of the firm, multinational enterprises and nation states, clusters and international competitiveness.

**Professor James R. Barker**'s research interests include the development of organisational control systems and the consequences of innovation and restructuring on organisational systems and practices. He is particularly concerned with critically analysing the morality of organisational control structures and applications. His present projects include collaborative research with the University of Melbourne and the US Air Force Academy and focuses on such topics as teamwork and innovation, communication in high risk environments, and the moral consequences of organisational surveillance.

**Dr Stephen Bowden**'s research interests include corporate governance, industry structure and competitive dynamics. Specific projects include the role of institutional investors in the governance of firms (power versus agency explanations), alternative governance mechanisms (substitutes or complements), the compensation of directors (misaligned or missing the point), competitive dynamics among major Hollywood studios and industry dynamics in the New Zealand beer industry.

**Dr Eva Collins**'s broad research interests include strategic environmental management, business and government strategy, and changes in organisational structure. Current environmental research projects include analysing firms’ strategic response to climate change and voluntary environmental programmes. An additional research project is analysing firms’ organisational structure and the impact on efficiency.

**Dr Jenny Gibb**’s research interests focus on technology and innovation management and entrepreneurship. Specific projects include investigating the socio-economic impact of information communication technologies in strategic networks, especially in the nanotechnology context, optimising creative design in technologies while protecting intellectual capital, modular process design in New Zealand companies, and techno-entrepreneurship.

**Dr Jarrod Haar**'s research interests are across the fields of strategic management and human resource management. Current research includes the strategic choices made by New Zealand firms and how innovative firms develop entrepreneurial cultures. Dr Haar’s main research includes work-family issues including the benefits of family friendly policies, and how these can influence employee attitudes. Other research includes both the positive and negative influence of stress on employees, the effects of downsizing on employees, and why firms adopt management practices. Dr Haar (Ngati Maniapoto/Ngati Mahuta) is also interested in issues relating to Māori, including sustainability, development, education, health, and employment.

**Associate Professor Kathryn Pavlovich**’s research interests are focused on interdependent organisational cooperation and coordination. Specific projects include strategic alliance formation and management, sustainable macroculture development within clusters, innovation within tourism destinations, regional tourism organisation policy, and local government’s role in cluster development.

### Paper Details for 2008

For descriptions of HRMG (Human Resource Management) papers please refer to the relevant area of study.

**STMG191-08S (HAM), 08A (HAM), 08B (HAM)**

**Introduction to Management**

(Points: 15)

This paper provides a realistic introduction to the essentials of management. It demonstrates how businesses identify opportunities and problems and create viable strategies. It reviews the manager’s role in organisations today, together with an understanding of how management theory and practice has changed over time. Using the case teaching method, students develop a critical awareness that in every situation, issue or problem managing is a mixture of artful and scientific decision making that requires the application of analytical and interpersonal skills.

**For Semester 08A (HAM)**

Convenor: Mr Neil Harnisch

Internal assessment/Exam ratio: 3:2

**For Semester 08B (HAM)**

Convenor: Mr Glyndwr Jones

Internal assessment/Exam ratio: 3:2

**For Semester 08S (HAM)**

Convenor: Mr Glyndwr Jones

Internal assessment/Exam ratio: 1:0

Prerequisites: ALED100 or ESLA101 or MCOM104 or MAOR111 or 14 credits at Level 3 in NCEA Classical Studies (including achievement standard 3.3), English, History (including achievement standard 3.5), or Te Reo Maori. Students wishing to take this paper at summer school are expected to have a B grade average over their previous papers.

Note: The S semester offering of STMG191 is limited to 100 students selected by the Chairperson of the Department in order of application to enrol.

**STMG222-08A (NET)**

**Net Ready: Navigating the Competitive Landscape**

(Points: 20)

This paper is delivered online using new, innovative and interactive web cases. You will explore the competitive landscape of business by linking directly to websites, company documents and media reports, examining organisations and their activities “in real-time”.

Convenor: Dr Jennifer Gibb

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG191 or at the discretion of the Chairperson of Department

Note: Students must be fully enrolled two weeks prior to the beginning of semester.
In this paper, we explore some of the organisational and management implications of technology. Information technology is also reviewed in the terms of its impact on management behaviour and organisational structure.

Entrepreneurship and Innovation
(Points: 20)
Entrepreneurship is the dynamic process of creating and growing new ventures. As a major driver for growth in organisations and the economy, entrepreneurship involves ideas, individuals, innovation and assembling resources. This paper will blend the academic tools required to develop and operate an entrepreneurial business with the practical approach to make such a business financially successful and personally rewarding. Students will be challenged to participate in highly interactive workshop sessions to explore the characteristics of successful entrepreneurial business strategies, and to then incorporate those ideas into the creation and presentation of a new business or project plan.

Electronic Commerce: Competing on the Edge
(Points: 20)
Rapidly changing and highly competitive markets provide opportunities for innovative, entrepreneurial organisations to compete by changing the rules of the game. Technological innovation and electronic commerce are major driving forces for the information economy. This paper will examine strategic positioning for the digital economy. Strategy models for electronic enterprises and dynamic markets will also be introduced and applied using a series of web format case studies.

Business, Government and Society
(Points: 20)
The interaction of economic, political and social activity creates an environment in which business operates. This paper adopts a discussion format similar to graduate-level seminars to explore current affair topics impacting business. Does business have a responsibility beyond maximising shareholder wealth? If workers have their value set established before the age of employment, how can an organisation create an ethical environment? How does the trend toward sustainability impact business in New Zealand? How does the public policy process impact business? These questions are discussed and debated to gain insights into the business, government and society relationship.

Management Technology and Organisation
(Points: 20)
It is hard to picture modern life in industrialised societies without invoking images of technology. In this paper, we explore some of the organisational and management implications of technology. Information technology is also reviewed in the terms of its impact on management behaviour and organisational structure.
Strategic Management

STMG391-08S (HAM), 08A (HAM), 08A (TGA), 08B (HAM)

Strategic Management
(Points: 20)
This paper aims to develop your ability to think strategically about an organisation's current and future situation. It builds on your knowledge and understanding of the basic management concepts from your earlier BMS core papers and/or other experience. You review many of the conventional strategic management concepts, as well as a series of the latest models for handling strategic issues and processes. Cases are used throughout the paper to illustrate key concepts and to develop your skills in strategic analysis and strategic thinking. As a "hands on" approach is needed to develop these skills, you need to get actively involved and practise applying the frameworks and models. Study teams are used for activities in class and for assigned tasks and informal study outside class time. Case studies are used to develop strategic analysis skills. Students work in study teams in class and for some internal assessment. Four study teams are chosen to compete in the Waikato Management School Case Competition (A and B Semesters only), a feature of the paper which is highly recommended. Apart from the extra work those four study teams do to prepare for the final, all work on the competition case is counted for internal assessment.

For Semester 08A (HAM) and 08A (TGA)
Convenor: Dr Steve Bowden
Internal assessment/Exam ratio: 3:2

For Semester 08B (HAM)
Convenor: Dr Eva Collins
Internal assessment/Exam ratio: 3:2

For Semester 08S (HAM)
Convenor: Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA201 and HRMG241 and MKTG151 (for BMS students), or at the discretion of the Chairperson of Department (for non-BMS students)
Note: The Dean's Prize in Strategic Management is awarded to the top student of the year in this paper.

The S semester offering of STMG391 is limited to 76 students selected by the Chairperson of the Department in order of application to enrol. Please also note that students majoring in accounting may substitute the prerequisite HRMG241 with ACCT231 to enrol in this paper.

STMG412-08B (NET)

International Business Strategy
(Points: 20)
This paper examines the field of business strategy, with particular reference to the strategies of New Zealand firms operating internationally. New Zealand businesses are generally constrained in terms of size, resource availability and growth opportunities. Building on the general strategy development foundation, this paper involves students in multiple lines of investigation of viable strategy setting and implementation in the face of the significant restraints that impact on New Zealand businesses.

Convenor: Ms Vesna Sedoglavich
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG311
Equivalents: INMG412 and MINT412
Restrictions: STMG588

STMG424-08B (HAM)

Entrepreneurship and Innovation
(Points: 20)
Entrepreneurship is the dynamic process of creating and growing new ventures. As a major driver for growth in organisations and the economy, entrepreneurship involves ideas, individuals, innovation and assembling resources. This paper will blend the academic tools required to develop and operate an entrepreneurial business, with the practical approach to make such a business financially successful and personally rewarding. Students will be challenged to participate in highly interactive workshop sessions to explore the characteristics of successful entrepreneurial business strategies, and to then incorporate those ideas into the creation and presentation of a new business or project plan.

Convenor: AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG346 or STMG391
Restrictions: STMG324

STMG425-08B (HAM)

Managing with Spirit
(Points: 20)
This paper explores management in this context, with a focus on the relationships we have with ourselves in order that we can connect as 'conscious' global citizens. The paper seeks to examine the alignment of our inner and outer worlds; to participate in a journey of discovering what energises us; to develop a sense of wholeness and awareness of how we fit with our external environment. Because work and organisational life is such a central part of our existence, much of this journey occurs within the workplace. Yet when accessing the relevance of its human resources to the effective performance of an organisation, few consider the extent to which the organisational environment fosters an individual's spiritual development. Throughout the course, students will be encouraged to 'make sense' of the situations and contexts within which they find themselves. This paper aims to extend the journey of personal discovery as a mechanism for students to create organisational change and development in their work environments.

Convenor: AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0

STMG483-08A (HAM)

Strategic Leadership
(Points: 20)
Leadership is becoming an important focus in strategy. Top executives including CEOs, top management teams and boards of directors have far reaching influence on organisations and organisational outcomes. The paper explores numerous issues relevant to top executives from a practical and experiential point of view.

Convenor: Prof James Barker
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG391

STMG490-08A (HAM), 08B (HAM), 08C (HAM)

Directed Study
(Points: 20)
Students wishing to undertake a project in an area not offered as a taught paper may develop a research topic and consult with a member of staff who is able to supervise this project. Students must be approved for enrolment in the paper by the department. This is subject to the availability of staff to supervise.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
A 499 project is required for the BMS, and is only available to BMS students. You should discuss a proposed topic with the department’s 499 coordinator, or staff in your interest area who may also be able to help with strategic management, international management, and organisational behaviour/human resource management, including desk 499s.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 0:1
Prerequisites: all 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study
Restrictions: STMG599

This paper offers an introduction to research methods and methodology for postgraduate students toward enabling participants to form the knowledge and develop the skills needed to carry out independent research. A desired outcome is that students completing the paper would be able to design and defend a research study plan and be able to write up a comprehensive and cohesive research proposal. This is a broad introduction in order to accommodate management backgrounds generally. An aim of the paper is also to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm specific research method papers.

Convenor: Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restrictions: ECONS44, MKTG507, MSYSS51 and TOMG506
Note: This paper is limited to 32 students selected by the Course Convenor in order of application to enrol.

Rapid expansion of global communications has changed the environment of international commerce resulting in the re-evaluation of the way firms conduct their transactions internationally.

Convenor: AProf Michele Akoorie
Internal assessment/Exam ratio: 1:0
Equivalents: MINT501, INMG501 and MKTG501
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

Innovation has a crucial role in the competitive positioning and performance of organisations, for example, in creating new products, identifying new markets, transforming industries, and revitalising mature organisations. In this paper the latest research on the nature of strategic innovation will be discussed and evaluated using a seminar format.

Convenor: Dr Jennifer Gibb
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG391
Note: The GJ Schmitt Prize in Strategic Innovation is awarded to the top student of the year in this paper.

This paper examines a wide range of current management issues, both internal and external to the organization, that impact on international managers operating across national borders.

Convenor: Dr Paresha Sinha
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG311
Equivalents: INMG517 and MINT517
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

Entrepreneurship and new venture creation provide a major impetus for economic growth and development. In this paper the key issues and questions relating to theoretical perspectives of entrepreneurship will be explored, and the latest research on entrepreneurship discussed and critically evaluated. The course sessions will be a combination of interactive lecturer and student facilitated seminars, incorporating discussion and debate, participative inquiry, storytelling, experiential learning and reflection.

Convenor: Dr Jarrod Haar
Internal assessment/Exam ratio: 1:0

The paper will provide the opportunity to evaluate and discuss the dominant theories in contemporary organisational and strategic research:


Good science is good conversation
Each theory has a positive contribution
Each theory has a weakness.

Convenor: Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG342 or PSYC317 or STMG391
**STRATEGIC MANAGEMENT**

**STMG580-08A (HAM)**

**Strategies for Sustainability**

(Points: 30)

This paper aims to enhance students’ understanding of sustainability issues confronting today’s managers and to develop ability in analysing situations and in formulating strategies where sustainability business concerns are implicated. Topics include the development of sustainability, the legal framework and principles of environmental management, codes of practice and techniques for managing sustainability issues from a strategic perspective.

Students are encouraged to take ownership of topics, develop expertise in particular areas of interest and to take a critical approach to the sustainability debate, becoming aware of the inherent and specific problems of business adoptions of environmentalism and sustainability as well as, where possible, offering creative solutions.

A wide range of organisational situations is investigated including manufacturing, retail, service, small, medium and large enterprises, private, public and not-for-profit as well as local and international examples of best practice. The emphasis is on ensuring that organisations are not only operating within legal requirements, but also that they are appropriately oriented to maintain competitive advantage and meet and respond to stakeholder concerns.

The paper encourages student participation and incorporates guest lecturers, invited speakers, a site tour and a stakeholder negotiation exercise.

Convenor: Dr Eva Collins

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG391

**STMG588-08A (NET)**

**International Business Strategy**

(Points: 30)

This paper focuses on the international business strategy of organisations, industries and counties. International business strategy at the level of the organisation identifies the differences between national and international competitors and the complex environment in which they operate. The international strategy utilised by an industry identifies the forces that drive that industry, including competitive pressures and government policy.

Convenor: AProf Michele Akoorie

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG311

Equivalents: INMG512 and MINT512

Restrictions: STMG412

Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

**STMG590-08S (HAM), 08A (HAM), 08B (HAM)**

**Directed Study**

(Points: 30)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

**STMG591-08C (HAM)**

**Strategic Management Dissertation**

(Points: 30)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

**STMG592-08C (HAM)**

**Strategic Management Dissertation**

(Points: 60)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

**STMG593-08C (HAM)**

**Strategic Management Thesis**

(Points: 90)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

**STMG594-08C (HAM)**

**Strategic Management Thesis**

(Points: 120)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

**STMG599-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)**

**Report of an Investigation**

(Points: 30)

Directed investigation of an approved topic, available only students enrolled in the BMS(Hons) degree.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: all 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study

Restrictions: STMG499
Supply Chain Management

Interests
• Information Systems Management
• Operations Management
• Logistics Management
• Procurement
• Electronic Commerce
• Information Technology

Careers
• Logistics Architect
• Systems Developer
• Operations Manager
• Purchasing Agent
• B2B Electronic Commerce Coordinator

Employers
• International Consultancy Practices
• Large Corporates
• Manufacturing or Service Organisations
• Various Medium Size Domestic Companies
• Government Departments

Why choose Supply Chain Management?
Most organisations are part of an integrated series of value-adding processes, found either at the initial manufacturing end of the spectrum, the distribution, wholesaling, or retailing end of the spectrum. This integrated series of processes is known as the supply chain and getting all of these elements in the chain working cooperatively is called supply chain management (SCM).

SCM is one of the hot topics being discussed in nearly every industry as organisations attempt to contribute to making the chain more efficient and more effective. In order to do this, organisations need to concentrate on their procurement, internal operations, and their logistics and distribution functions. Students in this subject learn how to do this and how firms can better reach beyond their borders to integrate with other entities in the chain. Students further learn about the necessary information and web-based technologies that allow this to happen in the modern business environment.

Supply chain management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Supply chain management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Management Systems
Professor Jim Corner
MS8.06 ext 4563 jcorner@waikato.ac.nz
Department Administrator
MS8.01 ext 4561
## Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCertSCM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>MSYS212</td>
<td>S B</td>
<td>Information Technology in Organisations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td></td>
<td>MSYS221</td>
<td>A B</td>
<td>Electronic Commerce Overview</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS278</td>
<td>A</td>
<td>Project Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>MSYS321</td>
<td>B</td>
<td>Electronic Commerce Systems Infrastructure</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS351</td>
<td>A</td>
<td>Management Information Systems</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS358</td>
<td>A</td>
<td>ERP and Software Project Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS376</td>
<td>B</td>
<td>Foundations of Operations Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS377</td>
<td>A</td>
<td>Supply Chain Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS379</td>
<td>B</td>
<td>Beyond the Management of Quality</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MSYS435</td>
<td>A</td>
<td>Managerial Decision Making</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS455</td>
<td>B</td>
<td>E-Business Process Redesign</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS457</td>
<td>A</td>
<td>Electronic Business Startups</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS465</td>
<td>B</td>
<td>Business Analysis and Consultancy</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS477</td>
<td>A</td>
<td>Supply Chain Integration</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>MSYS576</td>
<td>A</td>
<td>21st Century Logistics</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MSYS577</td>
<td>B</td>
<td>E-Enabled Agile Supply Chains</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Qualification and Specific Subject Requirements

#### Bachelor of Management Studies (BMS)

**Supply Chain Management**
- 120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.
- You must include the following papers:
  - MSYS376 Foundations of Operations Management
  - MSYS377 Supply Chain Management
  - MSYS477 Supply Chain Integration

**Note:** 500 level papers are only available to honours students.

#### Bachelor of Management Studies with Honours (BMS(Hons))

**Supply Chain Management**
- 120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and which must include at least 30 points at 500 level. Available papers are listed in the above table.
- You must include the following papers:
  - MSYS376 Foundations of Operations Management
  - MSYS377 Supply Chain Management
  - MSYS477 Supply Chain Integration
  - MSYS576 21st Century Logistics

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects so a further 90 points at 500 level is required to meet the degree regulations.

#### Second Major for other degrees

**Supply Chain Management**
- Students who are not enrolled in the above qualification may still take Supply Chain Management as a second major. The requirements are as follows:
- 120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
Graduate Certificate in Supply Chain Management (GradCert(SCM))

Requirements
60 points at 100 level or above including 40 points above 200 level. Available papers are listed in the above table.
You are required to meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma in Supply Chain Management (GradDip(SCM))

Requirements
120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
You must include the following papers:
• MSYS376 Foundations of Operations Management
• MSYS377 Supply Chain Management
• MSYS477 Supply Chain Integration

and 60 points from the following list of electives:
• MSYS212 Information Technology in Organisations
• MSYS221 Electronic Commerce Overview
• MSYS278 Project Management
• MSYS358 ERP and Software Project Management
• MSYS412 World Class Operations
• MSYS435 Managerial Decision Making
• MSYS455 E-Business Process Redesign
• MSYS457 Electronic Business Implementation
• MSYS465 Business Analysis and Consultancy

You are required to meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.

Master of Philosophy and Doctor of Philosophy

Contact the Department's Graduate Convenor

PhD Supervisors

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Chuda Basnet. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Chuda.

Staff in the Department of Management Systems have experience in supervising research across all paradigms: qualitative, quantitative, and critical. Below are our staff and their areas of research.

Associate Professor Chuda Basnet's work is mainly in the area of manufacturing systems modelling and supply chain management. He has also published research papers in engineering optimisation, quality engineering, vehicle routing, and empirical production management. He has supervised research in the production management area. His primary orientation is in the quantitative research methodology.

Dr Paul Childerhouse's main research interests are supply chain management and logistics management. He has undertaken research in the automotive, aerospace and construction sectors to investigate how supply chains can become fully integrated and market-orientated. He has a preference for case-based research but is well versed in a variety of research methods.

Professor Jim Corner has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, decision support systems and descriptive decision making in a managerial context. Topics researched by his current PhD students include environmental policy and decision making, the impact of questioning in knowledge transfer, and competitive advantage in techno-savvy organisations. He is well versed in the variety of research methods available.

Dr Eric Deakins' main research interests are in the areas of business information systems and processes, electronic business/government and supply chain management. A range of topics include information systems alignment; supply chain integration; dot.com innovation management and e-government sophistication metrics. He is well versed in a number of research methods.

Dr Peter Sun's main research interests are knowledge management, innovation, organisational learning and learning organisation. His research looks at theory development and applications in inter and intra organisational contexts. He has undertaken research in the manufacturing and service based industries and is versed in both qualitative and quantitative research methods.

Paper Details for 2008

For descriptions of MSYS (Management Systems) papers please refer to the relevant area of study.
Why choose Tourism Management?

The study of tourism involves describing, explaining and forecasting the intentions, activities and experiences of people in leisure and travel pursuits, as well as understanding the social, cultural and environmental implications of tourism activity. The rapid growth of domestic and international tourism has led to an increasing demand for graduates who have a functional and critical understanding of tourism in its wider social, cultural, economic, and political contexts.

Tourism management and Tourism and Hospitality Management are available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a qualification that lists Tourism Management as an available subject you may still take it as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.

Contacts for the Department of Tourism and Hospitality Management

Qualifications Convenor – Dr Asad Mohsin
MSB3.35 ext. 5061 amohsin@mngt.waikato.ac.nz

Graduate Convenor – Dr Tim Lockyer
MSB3.41 ext. 6321 lockyer@waikato.ac.nz

Administrator
MSB2.15 ext.4045 tourism@mngt.waikato.ac.nz

Scholarships

• Brian Smith Memorial 499/599 Scholarship
• WMS International Exchange Scholarships

Please refer to the Orientation section of this handbook for further information.
### Available Papers in 2008

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BTour (Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradCert</th>
<th>GradDip</th>
<th>PGCert</th>
<th>THMgt</th>
<th>MMS</th>
<th>THMgt</th>
<th>MMS</th>
<th>THMgt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>TOMG200</td>
<td>B</td>
<td>Tourism Management and the Environment</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG201</td>
<td>A</td>
<td>Introduction to Tourism Management</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG202</td>
<td>S B</td>
<td>Managing Tourism Demand and Behaviour</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG203</td>
<td>A B</td>
<td>Tourism Package Operations</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG204</td>
<td>A</td>
<td>Hospitality Law</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG206</td>
<td>A</td>
<td>Food and Beverage Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG207</td>
<td>B</td>
<td>Accommodation Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG216</td>
<td>A</td>
<td>Food and Beverage Management Placement</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG217</td>
<td>B</td>
<td>Accommodation Management Placement</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>TOMG300</td>
<td>B</td>
<td>Tourism Facilities Management</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG301</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG302</td>
<td>B</td>
<td>Tourism and Hospitality Information Systems</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG303</td>
<td>A</td>
<td>Hospitality Operations Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG304</td>
<td>A</td>
<td>Tourism Accounting and Law</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG390</td>
<td>S A</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG351</td>
<td>A B</td>
<td>Marketing Strategy</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG354</td>
<td>A</td>
<td>Marketing of Services</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMC385</td>
<td>B</td>
<td>Strategy for Enterprise</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOST306</td>
<td>A</td>
<td>Geographies of Tourism Planning and Development</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>TOMG402</td>
<td>B</td>
<td>Hospitality Management Control and Decision Making</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG403</td>
<td>B</td>
<td>Managing Tourism Experiences in the Pacific Rim</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG461</td>
<td>A</td>
<td>Adventure Tourism - Product Design, Pricing and Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG490</td>
<td>S A B</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>MKTG454</td>
<td>A</td>
<td>Marketing of Services</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>TOMG501</td>
<td>A</td>
<td>International Tourism and Hospitality Marketing</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG502</td>
<td>B</td>
<td>Tourism Development and the Environment</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG503</td>
<td>A</td>
<td>Hotel and Resort Development</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG505</td>
<td>B</td>
<td>Tourism and Hospitality Enterprises</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG506</td>
<td>A</td>
<td>Research Methods in Tourism and Hospitality</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG507</td>
<td>B</td>
<td>Hotel and Resort Operations Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG508</td>
<td>B</td>
<td>Tourism Forecasting</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG509</td>
<td>A</td>
<td>Visitor Behaviour, Interpretation and Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG510</td>
<td>B</td>
<td>Heritage Tourism Management</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG590</td>
<td>SCYAB</td>
<td>Directed Study</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG591</td>
<td>C</td>
<td>Tourism Management Dissertation</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG592</td>
<td>C</td>
<td>Tourism Management Dissertation</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG593</td>
<td>C</td>
<td>Tourism Management Thesis</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG594</td>
<td>C</td>
<td>Tourism Management Thesis</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ANTH515</td>
<td>B</td>
<td>Ethnographic Research</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>DEVS504</td>
<td>A</td>
<td>State Policies and Indigenous Economic Development</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Qualification and Specific Subject Requirements

**Bachelor of Management Studies (BMS)**

Tourism Management

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level. Available papers are listed in the above table.

You must include the following papers:

- TOMG201 Introduction to Tourism Management
- TOMG202 Managing Tourism Demand and Behaviour
- and a further 80 points from the following list of electives:
  - TOMG200 Tourism Management and the Environment
  - TOMG203 Tourism Package Operations
  - TOMG204 Hospitality Law
  - TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
  - TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
  - TOMG300 Tourism Facilities Management
  - TOMG301 Entrepreneurship in Tourism and Hospitality
  - TOMG302 Tourism and Hospitality Information Systems
  - TOMG303 Hospitality Operations Management
  - TOMG304 Tourism Accounting and Law
  - TOMG380 Aviation Management
  - TOMG390 Directed Study
  - TOMG402 Hospitality Management Control and Decision Making
  - TOMG403 Managing Tourism Experiences in the Pacific Rim
  - TOMG461 Special Topic: Adventure Tourism – Product Design, Pricing and Management

**Bachelor of Management Studies with Honours (BMS(Hons))**

Tourism Management

120 points (at least 6 papers) above 100 level, including 60 points (at least 3 papers) above 200 level, of which 40 points (at least 2 papers) must be above 300 level, and of which must include at least 30 points at 500 level. Available papers are listed in the above table.

You must include the following papers:

- TOMG201 Introduction to Tourism Management
- TOMG202 Managing Tourism Demand and Behaviour
- and you may select the remaining four papers from the listed elective papers for the BMS Tourism Management major and/or the following list of electives:
  - TOMG501 International Tourism and Hospitality Marketing
  - TOMG502 Tourism Development and the Environment
  - TOMG503 Hotel and Resort Development
  - TOMG504 Special Interest Tourism
  - TOMG505 Tourism and Hospitality Enterprises
  - TOMG506 Research Methods in Tourism and Hospitality
  - TOMG507 Hotel and Resort Operations Management
  - TOMG508 Tourism Forecasting
  - TOMG509 Visitor Behaviour, Interpretation and Management
  - TOMG510 Heritage Tourism Management

The BMS Honours degree regulations require students to complete 120 points at 500 level in one or two major subjects. If you have only selected one 500 level paper for your major then a further 90 points at 500 level is required to meet the degree regulations.
## Bachelor of Tourism (BTour)

**Tourism Management**

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table. You must include the following papers:

- TOMG200 Tourism Management and the Environment
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG203 Tourism Package Operations
- TOMG301 Entrepreneurship in Tourism and Hospitality*
- TOMG304 Tourism Accounting and Law
- TOMG403 Managing Tourism Experiences in the Pacific Rim

**Note:** *ACCT101 Accounting for Management is a prerequisite paper for TOMG301 and will need to be taken as an elective in your first year of study. Also, you are recommended to take STMG191 Introduction to Management as an elective in your first year of study.*

## Bachelor of Tourism with Honours (BTour(Hons))

**Tourism and Hospitality Management**

120 points at 500 level. Available papers are listed in the above table. You must include the following papers:

- TOMG506 Research Methods in Tourism and Hospitality
- TOMG591 Dissertation

and 30 points from the following list of electives:

- ANTH515 Ethnographic Research
- DEV504 Comparative State Policies and Indigenous Development
- GEOG521 Advanced Tourism Research
- TOMG501 International Tourism and Hospitality Marketing
- TOMG502 Tourism Development and the Environment
- TOMG504 Special Interest Tourism
- TOMG590 Directed Study (This paper may only be selected once in the BTour(Hons))

and 30 points from the following list of electives:

- TOMG503 Hotel and Resort Development
- TOMG505 Tourism and Hospitality Enterprises
- TOMG507 Hotel and Resort Operations
- TOMG508 Tourism Forecasting
- TOMG509 Visitor Behaviour, Interpretation and Management
- TOMG510 Heritage Tourism Management
- TOMG590 Directed Study (This paper may only be selected once in the BTour(Hons))

## Second Major for other degrees

**Tourism Management**

Students who are not enrolled in one of the above qualifications may still take Tourism Management as a second major. The requirements are as follows:

120 points above 100 level including 60 points above 200 level. Available papers are listed in the above table. You must include the following papers:

- TOMG200 Tourism Management and the Environment
- TOMG202 Managing Tourism Demand and Behaviour*
- TOMG203 Tourism Package Operations
- TOMG301 Entrepreneurship in Tourism and Hospitality*
- TOMG304 Tourism Accounting and Law
- TOMG403 Managing Tourism Experiences in the Pacific Rim

**Note:** *ACCT101 Accounting for Management is a prerequisite paper for TOMG301, and TOMG101 or TOMG201 is a prerequisite paper for TOMG202. Prerequisite papers will need to be taken as elective papers in your first year of study. STMG191 Introduction to Management is recommended as an additional paper.*

## Graduate Certificate in Tourism and Hospitality Management (GradCert(THMgt))

**Requirements**

60 points including at least 40 points above 200 level. Available papers are listed in the above table. You must include the following paper:

- TOMG201 Introduction to Tourism Management
and 40 points from the following list of electives:
- MKTG354/454 Marketing of Services
- STMG385 Strategy for Enterprise
- TOMG300 Tourism Facilities Management
- TOMG301 Entrepreneurship in Tourism and Hospitality
- TOMG302 Tourism and Hospitality Information Systems
- TOMG303 Hospitality Operations Management
- TOMG304 Tourism Accounting and Law
- TOMG380 Aviation Management
- TOST306 Geographies of Tourism Planning and Development
- TOMG402 Hospitality Management Control and Decision Making
- TOMG403 Managing Tourism Experiences in the Pacific Rim
- TOMG461 Adventure Tourism – Product Design, Pricing and Management

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Graduate Diploma in Tourism and Hospitality Management (GradDip(THMgt))

**Requirements**

- 120 points above 100 level including 80 points above 200 level. Available papers are listed in the above table.
- You must include the following papers:
  - TOMG201 Introduction to Tourism Management
  - TOMG202 Managing Tourism Demand and Behaviour
  - and a further 80 points from the following list of electives:
    - MKTG351 Marketing Strategy
    - MKTG354/454 Marketing of Services
    - TOMG300 Tourism Facilities Management
    - TOMG301 Entrepreneurship in Tourism and Hospitality
    - TOMG302 Tourism and Hospitality Information Systems
    - TOMG303 Hospitality Operations Management
    - TOMG304 Tourism Accounting and Law
    - TOMG380 Aviation Management
    - TOST306 Geographies of Tourism Planning and Development
    - TOMG402 Hospitality Management Control and Decision Making
    - TOMG403 Managing Tourism Experience in the Pacific Rim
    - TOMG461 Adventure Tourism – Product Design, Pricing and Management

It is possible to take up to 40 points from outside the subject with permission of the Department’s Graduate Convenor.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Postgraduate Certificate in Tourism and Hospitality Management (PGCert(THMgt))

**Requirements**

- 60 points at 500 level. Available papers are listed in the above table.

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

### Postgraduate Diploma in Tourism and Hospitality Management (PGDip(THMgt))

**Requirements**

- 120 points at 500 level. Available papers are listed in the above table.
- You must include the following papers:
  - TOMG502 Tourism Planning and Environment
  - TOMG503 Hotel and Resort Development
  - and 60 points from the following list of electives:
    - ANTH515 Ethnographic Research
    - DEVS504 Comparative State Policies and Indigenous Development
    - GEOG507 International Migration Issues
    - GEOG521 Advanced Tourism Research
    - TOMG501 International Tourism and Hospitality Marketing
    - TOMG504 Special Interest Tourism
    - TOMG505 Tourism and Hospitality Enterprises
• TOMG506 Research Methods in Tourism and Hospitality
• TOMG507 Hotel and Resort Operations
• TOMG508 Tourism Forecasting
• TOMG509 Visitor Behaviour, Interpretation and Management
• TOMG510 Heritage Tourism Management
• TOMG590 Directed Study
• TOMG591 Dissertation

It is possible to take 30 points from outside the subject with the permission of the Department's Graduate Convenor. You are required to meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.

### Master of Management Studies (MMS)

#### Tourism and Hospitality Management

120 points at 500 level. Available papers are listed in the above table.

You must include a dissertation TOMG591 or TOMG592 (30 or 60 points) or thesis TOMG593 or TOMG594 (90 or 120 points), and a research methodology paper, unless passed previously, normally all within the major subject area.

You must include the following papers:
- TOMG506 Research Methods in Tourism and Hospitality (unless previously passed)
- TOMG591 Dissertation

and 30 points from the following list of electives:
- ANTH515 Ethnographic Research
- DEVS504 Comparative State Policies and Indigenous Development
- GEOG521 Advanced Tourism Research
- TOMG501 International Tourism and Hospitality Marketing
- TOMG502 Tourism Development and the Environment
- TOMG504 Special Interest Tourism

and 30 points from the following list of electives:
- TOMG503 Hotel and Resort Development
- TOMG505 Tourism and Hospitality Enterprises
- TOMG507 Hotel and Resort Operations
- TOMG508 Tourism Forecasting
- TOMG509 Visitor Behaviour, Interpretation and Management
- TOMG510 Heritage Tourism Management
- TOMG590 Directed Study

You are required to meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Note:** Students who have completed TOMG506 in a previous qualification are required to complete TOMG592 in place of TOMG591. At the discretion of the Departments’ Graduate Convenor students may substitute TOMG593 or TOMG594 for TOMG592.

#### Tourism and Hospitality Management – Visitor Management

120 points at 500 level.

You will be required to present a dissertation TOMG591 or TOMG592 (30 or 60 points) or thesis TOMG593 or TOMG594 (90 or 120 points) and a research methodology paper, unless passed previously, normally all within the major subject area.

Unless passed previously, you must include the following papers:
- TOMG509 Visitor Behaviour, Interpretation and Management

and either
- TOMG506 Research Methods in Tourism and Hospitality
- GEOG521 Advanced Tourism Research

If required you may also select papers from the following list of electives:
- MCOM582 Public Relations in the Culture Industries
- SMST512 Marketing and Creative Industries
- TOMG502 Tourism Development and the Environment
- TOMG510 Heritage Tourism Management

### Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor
PhD Supervisors

We are always pleased to consider applications for theses. Our current doctoral supervisors are listed below:

Professor Christine Lim’s research interests and specialism are in tourism economics, time series modelling and applied econometrics. Econometrics is a highly portable statistical technique, which is very useful in many areas of quantitative research in the social sciences. Modelling involves a combination of theory, estimation, evaluation and simulation. To date, her research is in international tourism demand modelling. She has also published papers on tourism forecasting. Christine’s outstanding contributions to tourism research are evident in her receiving the inaugural Charles R. Geoldner Article of Excellence Award for the Best Paper in the Journal of Travel Research for 2000, for the paper entitled “A Meta-Analytic Review of International Tourism Demand”.

Dr Tim Lockyer’s main area of research is the hospitality industry, with special interests in the factors that influence the selection of accommodation and restaurants by guests, and several international refereed journal articles in this area. Tim has also carried out research in a number of tourism management areas including economic impact studies and local residents’ attitude studies along with other industry consultancy.

Associate Professor Alison McIntosh has a strong interest in tourist behaviour, especially tourists’ experiences, perceptions, values and motivations. She has published widely on issues relating to tourists’ experiences of cultural, heritage and indigenous (Māori) tourism, and the experiential nature of tourist attractions. She uses quantitative and qualitative research method techniques, as well as mixed methodologies and triangulation. Alison has conducted visitor research for a number of tourist attractions and museums in New Zealand and the UK. In addition, she has conducted research into issues of sustainable Māori tourism development in partnership with Māori co-researchers and the New Zealand government. She has also carried out industry consultancy in areas of tourism management including heritage attraction concept design, feasibility and marketing, community perceptions and non-visitor studies, community-based tourism planning, and tourism impact studies. Her current research also includes work relating to family businesses in tourism and hospitality, tourists’ experiences of cultural products and the value of historic buildings to tourists’ experiences of a region.

Dr Asad Mohsin has accumulated several years of industry and academic experience working in different countries in the Middle East and Asia Pacific including Australia. Prior to joining Waikato Management School in July 2003 Asad was working at the Northern Territory University (NTU) in Australia. At the NTU he was responsible for developing and coordinating higher education programs in hospitality management. His industry experience includes working in food and beverage (production and service) and rooms division departments with international hotel chains like Inter-Continental Hotel, Holiday Inn Hotels and Gulf Air Hotels. Asad has also operated his own catering business in Australia for seven years including a restaurant at a marina with capacity to seat 190 people. His experience as a practitioner and an academic has helped him to reduce the gulf between theory and practice by bringing real world issues and problems into his classes and testing academic research in his business. His published research and interests are in the area of Tourism and Hospitality product and service quality assessment; customer perceptions and contemporary trends and attitudes of holiday-makers.

Professor Chris Ryan has published widely on issues relating to tourist motivations and behaviours, and the consequences of those behaviours. The techniques that he uses are both quantitative (based on psychometrics) and qualitative (based on ethnographic and constructionist techniques). He has also undertaken economic impact assessments of tourism events. He has a strong interest in research techniques and was the author of ‘Researching Tourist Satisfaction’ published by Routledge, London. In addition he has written and/or edited a total of seven books and over 200 academic papers and articles. He has an international reputation and, in 1999 and 2004, was elected to the APEC Tourism Ministers’ Advisory Committee. He is one of only three New Zealand academics elected to the International Academy for the Study of Tourism. He has undertaken research for a number of tourism organisations in the UK, Canada, Australia, New Zealand and elsewhere. His current research includes work relating to indigenous peoples and tourism, national park usage, and tourist perceptions and behaviours. He has substantial experience as a researcher.

Dr Anne Zahra has a past industry background in financial management and senior management positions in the tourism and hospitality industry in Australia. She is the author of one of the most commonly used textbooks on law for tourism and hospitality management studies in New Zealand. Anne has published articles in journals such as Anatolia, Current Issues in Tourism, Journal of Sustainable Tourism and Tourism Management. She commenced her academic career at Waikato University in 2000. Runner up 2003 Journal of Tourism Management Prize for Best Refereed Conference Paper by a PhD Student. Council of Australian Tourism and Hospitality Educators (CAUTHIE) Conference. Winner of the 2005 Waikato Management School Sustainable Business Award. Anne has a strong research interest in organisational structures and policy making, and has become an acknowledged expert on these aspects with respect to New Zealand. Other research interests include organisational issues associated tourism planning and destination management, volunteer tourism, human resource issues in the hospitality industry, yield management, chaos theory, multi-paradigmatic research methodologies and the ontological and epistemological foundations of tourism and hospitality research.
Paper Details for 2008

For descriptions of MKTG (Marketing) and STMG (Strategic Management) papers please refer to the relevant area of study.

For descriptions of ANTH, SMST and TOST papers please refer to the Faculty of Arts and Social Sciences, for DEVS papers please refer to the School of Māori and Pacific Development.

**TOMG100-08B (HAM), 08B (TGA)**

**Tourism Product Design and Pricing**
(Points: 15)
This paper introduces technical aspects of cost structures and pricing related to the tourism industry which will help you to develop an understanding of the commercial activity of various sectors within the tourism industry.

Convenor: Dr Anne Zahra
Internal assessment/Exam ratio: 3:2
Prerequisites: ALED100 or ESLA101 or MCOM104 or MAOR111 or 14 credits at Level 3 in NCEA Classical Studies (including achievement standard 3.3), English, History (including achievement standard 3.5), or Te Reo Māori

**TOMG101-08A (HAM), 08A (NET), 08A (SEC)**

**Introduction to Tourism and Hospitality**
(Points: 15)
The tourism and hospitality industries are an important and essential part of people’s life and the New Zealand economy. Tourism is the world’s largest industry and as such influences many aspects of our lives and the work we may do in the future. To help students understand the importance and influence that tourism and hospitality has, this paper looks at the planning, implementation, and control functions in the tourism and hospitality industries. An understanding of the structure and relationship between the tourism and hospitality industries is part of this understanding. It gives students looking toward their future careers an understanding of the impact that tourism and hospitality has of all our lives.

For Semester 08A (HAM)
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

For Semester 08A (NET) and 08A (SEC)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2
Restrictions: TOMG101

**TOMG200-08B (HAM)**

**Tourism Management and the Environment**
(Points: 20)
This paper introduces the economic, legal and management dimensions of tourism’s relationship with the natural and built environments. The principal focus will be on a relationship between tourism and the environment.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 3:2

**TOMG201-08A (HAM)**

**Introduction to Tourism Management**
(Points: 20)
This paper gives students an understanding of tourism and hospitality, its organisations and structures, along with an introduction to the issues impacting on management.

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Restrictions: TOMG101

**TOMG202-08S (HAM), 08B (HAM), 08B (TGA)**

**Managing Tourism Demand and Behaviour**
(Points: 20)
This paper examines the impact of tourism and the means by which such impacts are managed with reference to strategic and operational management levels, with a firm management perspective of the issues involved in tourism demand and behaviour. This paper enables students to become familiar with the management of the impacts of tourism demand and behaviour.

For Semester 08B (HAM)
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

For Semester 08B (TGA)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2

For Semester 08S (HAM)
Convenor: Prof Christine Lim
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201

**TOMG203-08A (HAM), 08B (TGA)**

**Tourism Package Operations**
(Points: 20)
This paper introduces students to the challenges and complexities of managing tours and the experience of participants.

For Semester 08A (HAM)
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

For Semester 08B (TGA)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2

**TOMG204-08A (HAM)**

**Hospitality Law**
(Points: 20)
This paper provides students with a working knowledge of hospitality law through an examination of the legal process and the structure of the law as it relates to the hospitality industry.

Convenor: Dr Anne Zahra
Internal assessment/Exam ratio: 3:2
TOMG206-08A (HAM)
Food and Beverage Management
(Points: 20)
On completion of this paper the student will understand the management and operational
concepts for the management of food and beverage within the hospitality industry.
Convenor: Dr Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG216
Restrictions: TOMG205
Note: This paper is limited to 60 students selected by the
Course Convenor in order of application to enrol.

TOMG207-08B (HAM)
Accommodation Management
(Points: 20)
On completion of this paper the student will understand the management and operational
concepts for the management of accommodation within the hospitality industry.
Convenor: Dr Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG217
Restrictions: TOMG205
Note: This paper is limited to 60 students selected by the
Course Convenor in order of application to enrol.

TOMG216-08A (HAM)
Food and Beverage Management Placement
(Points: 0)
This paper is only available to students taking TOMG206 concurrently.
Convenor: Dr Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG206
Note: This paper is limited to 60 students selected by the
Course Convenor in order of application to enrol.

TOMG217-08B (HAM)
Accommodation Management Placement
(Points: 0)
This paper is only available to students taking TOMG207 concurrently.
Convenor: Dr Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG207
Note: This paper is limited to 60 students selected by the
Course Convenor in order of application to enrol.

TOMG300-08B (HAM)
Tourism Facilities Management
(Points: 20)
The tourism industry has become the largest worldwide industry, making the facilities offered
to tourists an important part of the growth of this industry.
This paper provides students with an understanding and evaluation of the theory and practice
of managing and operating a range of tourism and hospitality facilities.
Convenor: Ms Jenny Cave
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201

TOMG301-08B (HAM), 08B (TGA)
Entrepreneurship in Tourism and Hospitality
(Points: 20)
The majority of tourism and hospitality business in New Zealand and the Pacific are small
businesses.
This paper is centred on the entrepreneurial activities within the tourism and hospitality
industries.
The purpose of this course is to investigate issues in the entrepreneurial development of
tourism and hospitality businesses in New Zealand.
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Prerequisites: ACCT101 and either TOMG101 or TOMG201

TOMG302-08B (HAM)
Tourism and Hospitality Information Systems
(Points: 20)
The use of technology within the tourism and hospitality industries is becoming a vital
ingredient in the operation of both industries. This paper gives students an understanding of
the application and management of information technology in the tourism and hospitality
industries.
Convenor: Ms Jenny Cave
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201

TOMG303-08A (HAM)
Hospitality Operations Management
(Points: 20)
Hospitality is an important part of the tourism industry. This paper exposes the student to
management of operations including hotel front and back of house, restaurants and bars
within the hospitality industry.
Convenor: Dr Tim Lockyer
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201
TOMG304-08A (HAM)

Tourism Accounting and Law
(Points: 20)
This paper will provide students with a clear instructions in fundamental principles of financial and management accounting as these apply to the tourism, hospitality and leisure management sectors. Students will gain an understanding of the models of legal regulations of the tourism sector and the legal dimensions of the relationship between tourism operators and their clients.
Convenor: Dr Anne Zahra
Internal assessment/Exam ratio: 3:2

TOMG390-08S (HAM), 08A (HAM)

Directed Study
(Points: 20)
Many tourism industry businesses manage their daily operations without the benefit of timely, relevant research. However, tourism managers should be equipped to understand the role, processes and techniques of research so that they can objectively conduct, or commission, studies to assist them to make informed strategic and operational decisions. This paper leads students through the sequential steps of identifying research issues, planning and conducting data collection, analysis, interpretation and reporting. An issue pertinent to current practice in the tourism industry will be identified by the Course Convenor on behalf of the class and investigated under his/her guidance.
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Convenor: Dr Tim Lockyer
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

TOMG402-08B (HAM)

Hospitality Management Control and Decision Making
(Points: 20)
The ability to control the assets and make appropriate decisions is an important part of successful management within the hospitality industry. This paper considers those aspects of the subject which are specifically related to the industry and their management and gives students an understanding of the control of assets and decision making within the hospitality industry.
Convenor: Dr Tim Lockyer
Internal assessment/Exam ratio: 3:2

TOMG403-08B (HAM)

Managing Tourism Experiences in the Pacific Rim
(Points: 20)
The Pacific Rim is one of the world’s most rapidly growing tourism regions. Tourism is a major export earner for many of the countries in the region. This paper examines the global, regional and local implications for tourism of change/trends in social, demographic, cultural, political, technological and environmental contexts of the Pacific Rim.
Convenor: Prof Christine Lim
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201

TOMG461-08A (HAM)

Adventure Tourism – Product Design, Pricing and Management
(Points: 20)
This paper gives students an understanding of adventure tourism, the nature of demand and aspects of design, pricing and management within a New Zealand context.
Convenor: Ms Jenny Cave
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG101 or TOMG201
Note: This paper is limited to 30 students selected by the Course Convenor in order of application to enrol.

TOMG490-08S (HAM), 08A (HAM), 08B (HAM)

Directed Study
(Points: 20)
For Semester 08A (HAM)
Convenor: Dr Tim Lockyer
Internal assessment/Exam ratio: 1:0
For Semester 08B (HAM) and 08S (HAM)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: entry is at the discretion of the Chairperson of Department

TOMG499-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)

Report of an Investigation
(Points: 20)
A 499 Report of an Investigation, is to give an opportunity for students to investigate a management problem within an organisation and prepare a report of their findings. The 499 provides an important bridge between the university classroom and the practical world of management. For many students, this will be their first exposure to the organisational workplace.
For further information, contact the Management Student Centre.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restrictions: TOMG599

TOMG501-08A (HAM)

International Tourism and Hospitality Marketing
(Points: 30)
This paper provides students with an understanding of marketing and research from an international perspective and skills relating to the tourism industry.
The paper covers an introduction to international tourism and marketing research; appraisal of international tourism markets; understanding diversity and differences in overseas markets; strategies for international tourism in marketing; uses and roles of research in tourism.
Convenor: Dr Asad Mohsin
Internal assessment/Exam ratio: 1:0
**TOMG502-08B (HAM)**

**Tourism Development and the Environment**  
(Points: 30)  
This paper provides students with an opportunity to learn about the tourism industry, and to appreciate the different management issues from a tourism perspective.  
Convenor: AProf Alison McIntosh  
Internal assessment/Exam ratio: 1:0

**TOMG503-08A (HAM)**

**Hotel and Resort Development**  
(Points: 30)  
This paper provides students with an awareness of the essential issues involved in the management and operations specific to hotels and resorts. The paper covers definitions, history and the hotel and resort industry; resort planning and development; lodging and resort management and operations.  
Convenor: Dr Tim Lockyer  
Internal assessment/Exam ratio: 1:0

**TOMG505-08B (HAM)**

**Tourism and Hospitality Enterprises**  
(Points: 30)  
This paper provides students with an awareness of the essential issues of accounting and financial management practices in the tourism industry.  
The paper covers the provision of financial planning and control purposes, accounting for management decisions and reporting, financial assessment and analysis of the establishment.  
Convenor: Dr Anne Zahra  
Internal assessment/Exam ratio: 1:0

**TOMG506-08A (HAM)**

**Research Methods in Tourism and Hospitality**  
(Points: 30)  
This paper is offered as an action based learning programme predicated on the assumption that the best way of learning about research is by doing it under guidance. The paper will be undertaken with the support of the SKYCITY Hamilton as both our partner and in the role of ‘client’ for the research project.  
Convenor: Prof Christopher Ryan  
Internal assessment/Exam ratio: 1:0  
Note: This paper is limited to 15 students selected by the Course Convenor in order of application to enrol.

**TOMG507-08B (HAM)**

**Hotel and Resort Operations Management**  
(Points: 30)  
Operations management is an important component of the operation of a hotel or resort. This paper examines the concepts and principles of operations management within these industries.  
Convenor: Dr Asad Mohsin  
Internal assessment/Exam ratio: 1:0

**TOMG508-08B (HAM)**

**Tourism Forecasting**  
(Points: 30)  
This paper applies forecasting methods within the specific domain of tourism, and therefore considers issues specific to tourism such as the nature of available data and the role of exogenous shocks like September 11 2001 and SARS. Techniques studied include time series, regression analysis and a consideration of emergent techniques such as artificial neural network analyses. There is an emphasis on the important of forecasting of NTOs, RTOs and varying tourism stakeholders including those considering capital investments, issues pertaining to environmental sustainability and special interest groups, including Māori.  
Convenor: Prof Christine Lim  
Internal assessment/Exam ratio: 1:0

**TOMG509-08A (HAM)**

**Visitor Behaviour, Interpretation and Management**  
(Points: 30)  
This paper provides an advanced-level understanding of tourist behaviour and analyses methods for the management of visitor behaviour in tourism settings, with a particular emphasis on the effectiveness of interpretation.  
Convenor: AProf Alison McIntosh  
Internal assessment/Exam ratio: 1:0  
Note: Entry to this paper is subject to approval of the Chairperson of the Department.

**TOMG510-08B (HAM)**

**Heritage Tourism Management**  
(Points: 30)  
This paper addresses the significance of heritage for tourism, and provides an understanding of the key issues in the planning, promotion and sustainable management of heritage resources for tourism.  
Convenor: AProf Alison McIntosh  
Internal assessment/Exam ratio: 1:0  
Note: Entry to this paper is subject to approval of the Chairperson of the Department.

**TOMG590-08S (HAM), 08A (HAM), 08B (HAM), 08C (HAM), 08Y (HAM)**

**Directed Study**  
(Points: 30)  
Information systems are essential to the operations and management of businesses today. In this paper, students learn how to use and manage information systems to improve decision making, reorganise business processes, conduct electronic commerce and gain competitive advantage.  
Classes are in two two-hour sessions each week. Students will take some responsibility for their own learning in this paper.  
Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
**TOMG591-08C (HAM)**

**Tourism Management Dissertation**  
(Points: 30)

A Directed Research Project involves a directed inquiry written up as a research report. A supervisor is appointed to oversee the research. A student is enrolled in this course where the research project is of a type that would not normally be undertaken for a dissertation or a thesis. It might, for example, be a project undertaken for an external organisation or be an extended case study.

This paper gives students an opportunity to carry out research or further study in a specialised interest area. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.

Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

---

**TOMG592-08C (HAM)**

**Tourism Management Dissertation**  
(Points: 60)

A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field.

A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same.

Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

---

**TOMG593-08C (HAM)**

**Tourism Management Thesis**  
(Points: 90)

A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field.

A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same.

Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

---

**TOMG594-08C (HAM)**

**Tourism Management Thesis**  
(Points: 120)

A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field.

A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same.

Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

---

**TOMG599-08C (HAM), 08D (HAM), 08E (HAM), 08F (HAM)**

**Report of an Investigation**  
(Points: 30)

A Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS Honours Programme. A supervisor is appointed to oversee the research.

Any research undertaken to fulfil the requirements for this course must have an academic content which is at least equivalent to that required for a Directed Research Project.

For further information, contact the Management Student Centre.

Convenor: Not available at time of printing  
Internal assessment/Exam ratio: 1:0  
Prerequisites: all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study

Restrictions: TOMG499
The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School students. Centre staff are able to assist students with university-related queries as well as offering programme advice and language and learning appointments. MSC provides students with somewhere to meet, study, use resources (such as photocopying) and hand in and receive marked assignments. In addition, MSC caters for the needs of Māori and international students, with a mentoring service as well as a Māori and an International Consultant.

MSC is located in MS1 (behind the Station Café on Hillcrest Road), and is open from 8.45am to 4.45pm Monday to Friday.

MSC Provides:
• Enrolment and programme advice
• Entry and re-entry decisions
• Degree planning
• Student orientation
• Academic support for students
• Employment and scholarship notice board
• Assignment hand-in and collection place
• Sale of overhead transparencies
• Copying facilities
• Space for group and individual work
• Language and Learning support
• Student mentors

The Management Student Centre (MSC) is the first place to go for any student enquiries.

Programme Advice, Questions and Problems
MSC has student advisors who are available to help you with questions, problems and programme advice while you are at university. If you would like to see a student advisor you will need to make an appointment with them via MyWeb™ or at the MSC front counter.

WMS Māori Mentors – Nga Kaiarahi Matauranga
The Māori student mentors are a team of senior Māori students who are here to help, support, awhi, tautoko and manāki you during your mahi here at the School. They are available daily for a korero on anything you may need help with. The Māori mentors have connections with student services and networks right across the university campus through the Māori staff network – Te Puna Tautoko.
They are here to help you with any take or issue, including:
• Academic support for your papers
• Dealing with academic departments, lecturers and tutorials

Language and Learning
Language and learning development support is offered to all Waikato Management School students who wish to use the service. Language and learning development support tutors offer advice and guidance with writing, reading, and oral tasks, and they can also help you to come to terms with academic skills such as mastering APA referencing and avoiding plagiarism. Our philosophy is very much one of helping you to help yourself.

One-to-One Tutorials
One-to-one tutorials last for 30 minutes. In that time we can help you with written or oral assignments. We can offer advice and guidance on ways to improve your language and learning skills but, in line with our philosophy of helping you to help yourself, we will not simply correct your work for you or tell you what to include in your assignments. In addition, please remember that we are not experts in the content of the papers you are studying. We are language and learning experts and it is language and learning skills we aim to develop in you.

For a one-to-one tutorial involving written coursework you can bring either:
1. A marked assignment, with the marking schedule/guidelines and any notes/comments from your lecturer/tutor; or
2. The outline plan for an assignment which has not yet been submitted and marked, with the assignment guidelines; or
3. Your first draft of an assignment which has not yet been submitted for assessment, with the assignment guidelines

We will not look at assignments that are due in on the same day as your appointment with us, as this would not leave you enough time to think about our advice or enough time to follow up on the learning materials we advise you to consult to improve your performance.
You can also come to see us if you:
• Have any questions about New Zealand culture and lifestyle that you don’t understand
• Want to practise your speaking skills.
We are here to help you reach your true potential, so please bring an open mind.
and a willingness to learn when you come to see us. To book a One-to-One Tutorial go to MSC Bookings under the Utilities and Reports heading on your MyWeb™ page and follow the directions.

**Academic Skills Building Programme**

Each semester the language and learning development tutors offer a 12 session Academic Skills Building Programme. The programme is designed to orientate new students to the academic environment in Waikato Management School. Domestic and international students who are in their first semester are strongly advised to enrol for this programme. The programme offers academic advice and guidance on the following areas:

- Your WMS lecturers' expectations
- Using the ideas of others correctly in your writing: paraphrasing, summarising and direct quotation
- Using the ideas of others correctly: referencing your sources and avoiding plagiarism
- Constructing a "Western-style" academic essay
- APA referencing conventions and practice
- Report writing
- Group work
- Oral presentations
- Case studies
- Critiques
- Literature reviews
- Exams and tests

Information on the timing of the sessions will be provided to students at Orientation prior to the beginning of each semester. Students can also contact msc@waikato.ac.nz to learn more about the timing and venue for each semester’s programme.

**Cultural Hour Conversation**

Every week the Language and Learning Development tutors offer international students an opportunity to practise and develop their oral English skills in a relaxed, friendly and non-academic environment. We meet from 1-2pm each Wednesday in what is known across the University as Cultural Hour. No classes or lectures are scheduled for this hour each week. If you want to find out more about our Cultural Hour Conversation sessions, come and talk to us in MS3 or email msc@mngt.waikato.ac.nz

**MyWeb™**

MyWeb™ is an internationally acknowledged web support system, which is a personalised portal linking programmes of study, research and people. MyWeb™ is a one-stop website for access to materials, grades for papers you are enrolled in, Waikato Management School databases, email, the University Shopping Mall, enrolling in tutorials, and more.

MyWeb™ appears on your desktop when you log on in the Waikato Management School computer labs.

MyWeb™ can also be accessed from [http://www.myweb.ac.nz/](http://www.myweb.ac.nz/). Simply enter your username and password at the prompt and a page of useful personalised links will appear.

For any off campus computer enquiries you can contact the Waikato Management School Helpdesk at wms_helpdesk@waikato.ac.nz or 0800 454 599.

---

**Enrolment**

**Changing Your Programme of Study**

If you wish to withdraw or change a paper or papers in your programme of study, you have until the second Friday of semester to do so with a full refund of fees. To change your programme of study, qualification or major, log on to the iWaikato website and choose the Re-enrol/Change enrolment link (found under Quick Links). Ask for assistance in the Computer labs if you are having problems.

**Enrolling in Tutorials**

There are two ways to enrol in tutorials.

1. **In the Computer Labs:**
   1. Enter ‘wms-tutorial’ in the username box when logging on. You won’t need a password
   2. Enter your ID number and your barcode from your ID card. Click on ‘Find’. The papers you are enrolled in should then appear. (If the papers are incorrect you will need to see an MSC advisor)
   3. Double click on the appropriate paper and choose the ‘Tutorial, Seminar, Workshop’ option
   4. Highlight the time you wish to attend and click on ‘Join’ (You can see who else is in that particular tutorial or withdraw from a tutorial time slot by clicking on the appropriate buttons)
   5. Click on ‘Exit’.

   You can provisionally join tutorials for papers you are changing into by clicking ‘Add’ on the first screen. Note: This does not mean that you are enrolled in this paper. You will still need to go through the formal Change of Enrolment procedure.

2. **Via MyWeb™:**
   1. Log into MyWeb™ ([http://www.myweb.ac.nz/](http://www.myweb.ac.nz/))
   2. Click on your paper link
   3. Click on the ‘Timetable or Groups’ link for each paper
   4. Click on the radio button next to the time you want to have your tutorial. A window will come up telling you which group you have joined.

**Re-enrolling**

You need to complete an Application to Enrol 2 (ATE2) to enrol in your second and consecutive years of study at Waikato Management School. You can collect this form, along with the Student Handbook, from MSC towards the end of B semester each year or apply to re-enrol online through iWaikato.
### Competency Modules

#### Writing Competency Module (WCM)

The Writing Competency Module (WCM) is a self-directed learning module designed to test your ability to recognize common errors in written English so that you can avoid these errors in your own writing.

The module consists of a series of online learning materials, a required text and online tests.

The Writing Competency Module is compulsory if you are enrolled in one of the following Waikato Management School programmes:

- BBA
- BMS
- BMS/LLB
- BMS/BSC
- BECom
- BCS [with a WMS major]
- BTour [when taking tourism as a WMS major]
- any diploma or graduate diploma

You must successfully complete the WCM before the end of your first semester in Waikato Management School. Passing the WCM is a requirement for all the programmes listed above. Please note: If you transfer in 2008 from a previous programme e.g. from the BMS into a new programme like the graduate diploma, the WCM will be a compulsory requirement for your new qualification.

All other WMS students are strongly encouraged to take the Writing Competency Module at their own pace and in their own time. Completing the module successfully will greatly strengthen your written English skills.

You will find more information on the WCM by clicking on the Writing Competency link on MyWeb™ (look under Quick Links).

#### Computer Competency Modules (CCM)

In addition to academic work, we place great emphasis on our students' ability to access information and use applications on computers.

To successfully complete the CCM you must satisfactorily complete multiple-choice online tests in:

- General knowledge of Waikato Management School computer systems
- Microsoft Word
- Microsoft Excel

If you are enrolled in the following degrees, you must complete the above tests:

- Bachelor of Management Studies (BMS)
- Bachelor of Management Studies/Bachelor of Laws (BMS/LLB)
- Bachelor of Electronic Commerce (BECom)
- Diploma in Management

The tests are available from MyWeb™. Each test consists of a number of questions chosen at random from a bank of questions on that subject. You may attempt each test as often as you like until you pass. The pass threshold is 100% for all the general knowledge tests and 90% for the Word and Excel tests. More details are available from the CCM website – it is available once you enrol in the CCM paper.

### Using the Online Timetable

Just before the beginning of the semester it is a good idea to check your timetable on the internet as sometimes the lecture times for a paper change. To be sure you have the most up-to-date information, check the site: http://timetable.waikato.ac.nz/

#### Printing a Timetable

Firstly, make sure you are looking at the 2008 timetable page, then click on 'Create a Timetable'. Type in the paper codes of the papers you are taking in the specific semester (for example: ACCT101-08A MCOM102-08A STMG191-08A MKTG151-08A). Scroll down a little and select 'Lectures only' and 'Printable version', then click 'Create'. This will bring up the times of all your lectures and the rooms they are in (HINT: the room numbers are underlined).

In addition to your lectures for each paper, you will also need to attend a weekly tutorial (or workshop) for each paper that you are studying. At your first lecture for each paper you will be given a list of tutorial times to choose from. You can then sign up for them using MyWeb™.

### Buying Your Textbooks

Most university papers require you to purchase a textbook. It is best to wait until you go to the first lecture for each of your papers to find out which textbook to buy and whether it is necessary to buy the textbook (some lecturers say that the book isn't essential). You can buy your textbooks on campus from Bennetts bookshop.

Students will usually get a discount on textbooks they purchase from Bennetts. You could also be lucky enough to find the required textbook at a second-hand bookshop advertised on notice boards around the School.

Some papers have required paper readings (an assortment of articles put together by the lecturer) instead of textbooks. These readings can be ordered online via the shopping mall, or bought through the Campus Copy shop on campus.

### Computer Labs

Waikato Management School has excellent computing facilities. The computer labs have up-to-date hardware and software, internet access, and a pleasant working environment. Computer labs are located in MSB0 (Level 0 of the Management Studies Building), and in the MS6 building (far end of the lower staff car park). Each lab has lab assistants to help with computer problems. The hours they work are posted on their office doors (MS6.G.06 and MSB0.24). You can also use the computers in the Information Commons in the library.
By logging on to the computers in the Waikato Management School labs, students agree to abide by our 'conditions of use' policy. The conditions of use are on notice boards in both labs.

Your Computer Account
Once you have formally enrolled in a management paper or programme, your computer account is automatically created. You can find out your personal username and enable your account in the computer labs or via MyWeb™.

A computer account consists of a username and a password. You need both of these to log onto a computer. Once you have your Student ID card you can enable your account by going to the computer labs and asking a lab assistant or logging on to http://www.myweb.ac.nz/ and clicking on the 'First Time User?' link.

Unica$h Account
Your Unica$h account allows you to print your work, use the internet, use the online shopping mall and purchase floppy disks or headphones. You can use EFTPOS, credit card or visit the Library or Campus Copy to put funds on your Unica$h account. You can check your Unica$h account balance at any time by looking under the My Balances pane on MyWeb™.

Adding money to your Unica$h account
In the computer labs, go to the terminal with the EFTPOS kiosk. Follow the instructions on screen to transfer money from your bank account to your Unica$h account.

After Hours Access
Management students can have 24 hour access to the labs by applying for a swipe card from the Security Office. Swipe cards can be purchased from Security (B Block Annex, located between B Block and the Law School) between 10.30am to 12 noon and 1pm to 3pm, Monday to Friday. You must take your Student ID card with you in order to get a swipe card.

If you are a new student enrolled in a Waikato Management School qualification and do not have a swipe card, the card will cost you $15.

If you are a returning student enrolled in a Waikato Management School qualification, and you already have a swipe card, you will need to visit Security to re-activate your card. There is an annual $10 reactivation charge.

Without a swipe card you will be unable to enter the labs or log on to the Waikato Management School computers after hours.

Internet and Email Access
Sending and receiving email is free. Internet use (except when accessing Waikato University pages) is charged at the rate of 5c per megabyte. Internet costs are deducted from your Unica$h account each hour.

The email programme that the University of Waikato and Waikato Management School students use is Microsoft Outlook. There is a separate handout available from the labs which explains how to use Microsoft Outlook. When you enable your email account, you can access your email from anywhere via MyWeb™.

Ordering Paper Materials on the Web
Some papers require you to order paper materials, such as readings. You can do this via the Shopping Mall on MyWeb™. To make an order:

1. Log on to MyWeb™ (http://www.myweb.ac.nz/)
2. Click on the Shopping Mall link (found under the University links). The cost of items that you purchase from the Shopping Mall is deducted from your Unica$h account
3. Follow your way through the screens. When you have finished, a message will appear to either confirm your order or to indicate any problems, e.g. insufficient funds in your account.

Saving Your Work
Every student enrolled in a management paper has 40 MB of space on one of our School servers called Titan (T:\ Drive) to store course-related material. You also have 40 MB of server space on an ITS server, called Studhome (H:\ Drive). Both drives can be accessed from the Drives folder on lab machines or off-campus via MyWeb™. You can also save your work on to floppy disks (A:\ Drive) or USB memory sticks.

There are also CD writers available on the ‘Quick Stop’ computers in each lab. We recommend that you regularly backup your work to either disk or on a server.

Printing Your Work
Laser printouts cost 10c per page. Laser printers are located throughout the labs. Colour printing is also available at a cost of $1 per page.

The printers in the labs print duplex (double-sided) by default.

Logging Off
It is very important to remember to log off after you have finished using a computer, otherwise someone else could send messages etc. under your name, or use the funds in your Unica$h account. To log off at the end of your session, simply double-click on the 'Log-Off' icon on the desktop (the main screen).

Mastereate Students
Two computers and a physical bulletin board are available in MS6 for sole use by mastereate students.

Submitting Your Assignments
Submitting Printed Assignments
If you are instructed to hand in your assignment at MSC you must have a cover page attached to it. To print out a cover page, click on the 'Cover Sheet' link on MyWeb™. The cover-page displays your name, ID number, paper title, assignment code, and a barcode.

Printing a Cover Page
1. Check your name and student ID number are correct
2. Select the appropriate paper from the drop down list
3. Select the appropriate component from the drop down list
4. Please choose HTML format
5. Click on the "Generate cover sheet" button
6. Read the assignment certification message screen and click the appropriate button
7. Your cover sheet will appear, check that the details are correct, i.e. the correct assignment cover page for the correct paper. This is important because some papers may have more than one assignment, all requiring a separate cover page.
8. Print your assignment cover sheet.
It will not cost you anything to print the cover page – the cost is covered by Waikato Management School.

When you have attached your cover page to your assignment place it in the box designated for your paper (you will find the boxes in the foyer of MSC as you come in the door. Look for the box with your paper code on it). These boxes are cleared promptly at the time the assignment is due and then entered into the assignment database as received. This ensures that there is always an accurate record of who has handed in their assignments.

**Submitting Electronic Assignments**

Waikato Management School provides a service to enable you to submit assignments electronically through MyWeb™. This is a convenient and safe method. The system will allow electronic submissions of your assignment up to 24 hours after the due date and time. However late assignments usually incur penalties. Once you have uploaded an assignment you can delete it and resubmit another version up until the time the assignment is due.

**Submitting Late Assignments**

Handing assignments in after the submission time may incur late penalties, such as deducted marks or a lower grade. As each paper may differ in the number of marks deducted, it is best to consult your paper outline, or contact the paper controller. If you do hand in your assignment late, it must still have a bar-coded cover-page, and you must hand it directly to a staff member at the MSC Helpdesk. They will stamp it with the time and date it was handed in, add it to the assignment database and then send it on to the appropriate paper controller.

*Note:* If you need an extension or wish to discuss a late assignment, you will need to contact the convener for that paper. If you don’t know where the paper convener’s office is, the MSC counter staff can help you, but it is your responsibility to make contact with the convener and explain your situation.

**Handing in Assignments After Hours**

If you need to hand in your assignment and MSC is closed, you can place the assignment in the ‘After Hours’ box, which is cleared each weekday morning. You will find this box by the set of double doors leading onto the open walkway from ELT (Eastside Lecture Theatre – the building joined to the MSC).

*Note:* If MSC is open, DON’T put your assignment in this box! If you do, it may not be cleared until the following morning, and consequently your assignment will be marked as ‘late.’

**Photocopying and the TRAC Card**

The TRAC card is essential for photocopying. These can be purchased with cash from a machine in the Central Library. Each card costs $5, and includes $1.10 for the card and $3.90 worth of photocopying. You can keep the same card indeFINately, and add more money to it as necessary. The machines do not take coins or give change, so the minimum amount you can add to the card is $5. Money can also be transferred from your TRAC card to your Unica$h account, but not the other way around.

**Photocopying OHTs**

If you plan to photocopy onto overhead transparencies (OHTs) using the photocopiers in MSC, you will need to purchase the OHTs from the MSC counter. OHTs cost 50c each. Please do not use OHTs bought elsewhere as they may melt, causing costly damage to the photocopiers. If you need any help with any aspect of your photocopying, please do not hesitate to ask one of the MSC counter staff.
Waikato Management School Student Organisations

Waikato Management School Student Social Club

The Waikato Management School Student Social Club (WMSSSC) is set up to provide social and cultural activities for Waikato Management School students in order to create a sense of community within the School. The operation and success of this club depends on the level of student interest.

The aim of the WMSSSC is to provide a series of events throughout the year for Waikato Management School students to celebrate successes and to have fun in a social setting.

If you are interested in developing practical skills to complement your studies, join the Waikato Management School Student Social Club! Recruitment takes place the first week of A semester, so keep an ear out for information or contact the Management Student Centre.

Te Ranga Ngaku Incorporated – Māori Management Student Network

Te Ranga Ngaku (TRN) is an established Māori network within Waikato Management School. The kaupapa of the rāpu is to encourage whakawhanaungatanga of all Māori students through Manākitanga, Awhi, and Tautoko. TRN is here to support and promote the activities and interests of all Māori management students.

TRN is governed by an executive committee and meets regularly with the Dean, raising issues on behalf of tauira Māori. TRN has a national reputation as being the most active Māori student network in commerce and business, looking after our Māori tauira from study within Waikato Management School to corporate Aotearoa and beyond.

Make sure you are part of the rāpu – come and have a korero, meet the whanau, have a nohi and see what you can be a part of this year, and how TRN can help you.

TRN has its own study room in the Management Student Centre, hold regular network hui, and run initiatives such as the noho marae whakawhanaungatanga, social sports, the haerenga employer networking trip, and the study week wananga.

Whakapiri mai tātou, kia kotahi ai.
To find out more email terangangaku@gmail.com or contact:
- Māori consultant
- Kaitautoko advisor
- Māori mentors

AIESEC

Present in over 800 universities in over 90 countries and territories, AIESEC, the world’s largest student organisation, is the international platform for young people to discover and develop their potential so as to have a positive impact on society.

Towards this aim, we provide the AIESEC Experience and run more than 350 conferences, provide 4000 work abroad opportunities, and offer over 5000 leadership positions to our members each year. Together with a focus on building personal networks and exploring the direction and ambition of their future, AIESEC has an innovative approach to engaging and developing young people.

Our partner organisations, literally thousands from all sectors, look at AIESEC as a way to support the development of young people and to have access to high potential young talent around the world.

Our alumni are leaders within these organisations and their communities – using the experience, skills and increased vision that AIESEC gave them to be agents of positive change.

AIESEC in the Waikato is one of four local member committees in New Zealand and is based at the Management Student Centre. AIESEC gives young, action-orientated individuals practical opportunities to develop the skills and awareness necessary to become globally minded, socially responsible leaders of tomorrow through international exchanges and links with the local business community. If students are looking to add another dimension to their undergraduate degree and would like the opportunity to meet new people and gain practical skills, they should join AIESEC.

For further information, email aiesec@waikato.ac.nz, or look out for posters that detail meeting times and venues.

Adult Learners Network

The Waikato Management School’s Adult Learners Network started in August 2002. The network is designed for adult learners to provide:

- Workshop information from departments such as TLDU (Teaching and Learning Development Unit) and Language and Learning Support
- Assistance in establishing adult learner study groups
- Participation and information on Adult Learners Week held in September every year
- Support for Waikato Management School nominees to the Vice Chancellor’s Adult Learner Awards
- A network for adult learners studying at Waikato Management School
Scholarships

Students who are citizens or permanent residents of New Zealand may be eligible for a range of scholarships including The University of Waikato and New Zealand Vice-Chancellors’ Committee Scholarships. A number of these scholarships are quite general in coverage and support study in a variety of institutions and schools of study, including the Waikato Management School.

For more information consult the BreakOut Scholarship Database at: www.fis.org.nz/BreakOut/

The University of Waikato Scholarships Office welcomes students who want more information on available scholarships and how to apply. For further information, please contact:

Scholarships Office
Phone 07 838 4964 or 858 5195
Email scholarships@waikato.ac.nz

Or consult The University of Waikato Scholarships web page at: www.waikato.ac.nz/research/scholarships/scholarships_and_prizes.shtml

The majority of the scholarships listed below are available to support study and/or research specifically at the Waikato Management School. Regulations and application forms for these scholarships can be found at the university scholarship website.

For other scholarships offered outside the University of Waikato that may be applicable to Waikato Management School students please refer to the following websites:

• www.treasury.govt.nz
• www.nzbr.org.nz
• www.tec.govt.nz
• www.nzaid.govt.nz
• www.meatandwoolnz.com

Please note that these scholarships are subject to change.

Bartlett Scholarship

This scholarship was established in 2000 in memory of John Bartlett of Hamilton. The scholarship is awarded annually to a school leaver enrolling at the Waikato Management School for their first year of full-time study and who is taking at least one paper in accounting in the year of tenure. The scholarship is awarded on the basis of academic excellence, as evidenced by the applicant’s school study record including examination results from the last year at secondary school. Financial need is also taken into consideration.

The scholarship has a value of up to $1250 and is tenable for one year. Applications close on 31 March each year.

Bren Low Memorial Scholarship

The purpose of this scholarship is to encourage students to study in the area of public relations. The Bren Low Scholarship is open to BCS and BMS students who:

- Are enrolling in a full-time programme in their final year of study towards the BCS or BMS in the next academic year
- Are majoring in public relations or management communication
- Have excellent written and verbal communication skills

The value of the award is at the discretion of the trustees but may be up to $4000. Applications close on 1 August each year.

Brian Smith Memorial Entrance Scholarship

This scholarship is awarded to an intending first year full-time undergraduate Waikato Management School student on the basis of:

- Academic merit and character
- General all-round achievement and community group involvement
- Financial need

To be eligible to take up a Brian Smith Memorial Entrance Scholarship the candidate must enrol full-time in the first year of study of an undergraduate degree offered through the Waikato Management School. Applicants must be either a New Zealand citizen or a permanent resident.

Two scholarships are available each year. The value of each award is $1800. Applications close on 1 December each year and are awarded in the following year.

Brian Smith Memorial 499/599 Scholarship

This scholarship was established in 1999 in memory of Professor BV Smith, Director of Undergraduate Studies from 1991 to 1998. The purpose of the award is to enable a 499/599 student to undertake research in a business situation. The research conducted will be towards their 499 or 599 Report of an Investigation paper. The Brian Smith Memorial 499/599 Scholarship is awarded to a Bachelor of Management Studies student enrolling in their 499 or 599 on the basis of academic merit and personal character.

The scholarship has a value of $1,500 and is awarded twice annually. Applications close on 31 March and 31 August and are awarded in the year of application.

Cayne Dunnett Memorial Scholarship

This scholarship was established in 2006 in memory of Cayne Dunnett. The scholarship is open to students undertaking a Bachelor of Management Studies at Waikato University, and currently enrolled in their third year. The recipient of this award will receive the chance to undertake up to two months of sponsored summer work (and subsidised accommodation if required), in the Markets (Treasury) environment of the Bank of New Zealand in Wellington or Auckland. Subsequent to the summer work, if the recipient is employed in a full-time roll within BNZ markets, a one-off grant of $10,000 will be made towards paying off that student’s Loan. This scholarship will be awarded annually. Applications close 30 September.

Chamber of Commerce Tauranga Business Scholarship

This scholarship has been established for the benefit of members of the Tauranga Chamber of Commerce to assist a participant to undertake study for the Postgraduate Diploma in Management Studies (PGDipMgtSt).

The scholarship is awarded annually to assist a participant to undertake one year of study at University of Waikato’s Tauranga Campus.
The scholarship will be offered on the basis of:
- Past academic performance
- Contribution to business and the community
- Management experience
- Leadership potential

To be eligible to apply for the scholarship candidates must meet the following conditions:
- Have a tertiary or relevant professional qualification (in some cases the requirement for formal degree qualifications may be waived where relevant practical experience is deemed to offset the need for prior tertiary study)
- Have a minimum of five years' relevant work experience
- Own or be employed by a business or organisation which is a member of the Tauranga Chamber of Commerce
- Be a New Zealand citizen or permanent resident of New Zealand
- Have the support of his/her employer
- Not currently enrolled in a Postgraduate Diploma in Management Studies with the Waikato Management School
- Short-listed candidates will be required to outline how they expect the postgraduate qualification and study would positively impact on their business and the Tauranga and Bay of Plenty economy

The value of the scholarship is equivalent to one year’s fees (four papers in the first year of study) of a two-year PGDipMgtSt programme in Tauranga. The successful candidate will be expected to complete the PGDipMgtSt programme. Applications close each year on 30 September.

First NZ Capital Scholarship in Finance

This scholarship is awarded annually to a student who will complete a Bachelor’s degree, Master’s degree or Postgraduate Diploma, with a major in Finance, Finance and Mathematics, or Finance and Economics, in the year following application. Selection criteria are:
- Academic merit
- Aptitude in finance
- Character
- General business knowledge

Credit Suisse First Boston may use information from applications as part of their recruitment programme. Applicants are required to be a full-time student and be either a New Zealand citizen or a permanent resident of New Zealand.

The scholarship has a value of $2000 and is tenable for one year. Applications close on 23 March each year.

Human Resources Institute of New Zealand Scholarship

This scholarship was established in 2005 by the Human Resources Institute of New Zealand to fund the development of future leaders in the field of Human Resources, to give students a head start in pursuing their careers in Human Resources, to raise the profile of the Human Resources Institute of New Zealand among students, and to ease the financial burden of further education.

The value of the award is $3000 per annum, plus a student membership to the Human Resources Institute of New Zealand for one year and a second year’s full general membership, free of charge. One Scholarship will be awarded annually.

KR Sustainable Enterprise Ideas Scholarships

Kevin Roberts is the Worldwide Chief Executive Officer of Ideas Company Saatchi & Saatchi, with bases in both New York and New Zealand. He is also CEO in Residence at the Judge Business School at Cambridge University in the UK and Professor of Sustainable Enterprise at Waikato Management School.

The purpose of the Sustainable Enterprise Ideas Scholarships is to encourage, promote and reward original and creative ideas among young people that will create a better, more sustainable future for New Zealand communities. The scholarships reflect the value Kevin Roberts places on generating and implementing new ideas to bring about a sustainable future for New Zealand.

The scholarships are for secondary students who enrol in the Waikato Management School in the year following their final year at a New Zealand secondary school.

To be awarded a Sustainable Enterprise Ideas Scholarship, an applicant must demonstrate creativity by submitting an original and creative idea for a project that will create a better, more sustainable future for their home town (or a community they know well), a description of how he or she would implement the idea, and a statement of the anticipated benefits to that community, and:
- Be enrolled for the NCEA Scholarship, Level 3 or Level 2 qualification or equivalent in his or her final year at a secondary school in New Zealand at the time of application AND
- Be enrolled as a full-time, full year undergraduate student in the Waikato Management School in the year in which the scholarship is awarded AND
- Be a New Zealand citizen or permanent resident

Each scholarship is worth $4000 and up to three scholarships may be awarded annually. Applications close on 30 November and are awarded in the following year.

Perry Foundation Brian Perry Business Management Scholarship

This scholarship is open to applicants who intend to enrol in the first year of a Bachelor degree in the Waikato Management School. The Perry Foundation, through the Perry Group Ltd, may offer the successful scholarship applicant vacation employment during or subsequent to the period of tenure.

The scholarship has a value of $2500, and up to two scholarships will be awarded annually, and will be paid in a single lump sum. It is expected that a considerable amount of this sum will be used to settle course related costs. Applications close 31 March.

Postgraduate Fees Scholarship in Social Enterprise

This scholarship was established to assist with capacity-building of the not-for-profit sector and is offered to students who are enrolled in one of the following:
- A Postgraduate Diploma in Social Enterprise
- A Master of Management Studies (MMS) within the Social Enterprise programme
- A PhD within the Social Enterprise programme

Scholarships are available for A and B Semester and/or Summer School enrolments and tenure of the award will usually be for one semester only. However, at the discretion of the Selection Panel, the award may be offered for a full year (including Summer School enrolment, if applicable).

The funds provided are to be disbursed by way of fees scholarships to students enrolled at the University in such programmes. The value of the award will vary, but will consist of a contribution to the recipient’s fees.
Applications close – Semester A, second Friday in February; Semester B, second Friday in June; Summer School, second Friday in November.

**PricewaterhouseCoopers Masters Scholarship**
This scholarship has been established by PricewaterhouseCoopers to assist a student undertake Masters level research in a business relevant topic in the areas of accounting, finance or economics at Waikato Management School. The scholarship is offered on the basis of:
- Past academic performance
- Academic quality of the proposed research
- Perceived benefits of the research to business
- Leadership potential
To be eligible to apply for a PricewaterhouseCoopers Masters Scholarship candidates must meet the following conditions:
- Have achieved a minimum A- grade average in the last two semesters of university study
- Have majored in one or more of the following areas of study - accounting, finance or economics
- Be a New Zealand citizen or permanent resident
The scholarship is awarded annually, held for one year and has a total value of $20,000. The closing date for applications is 15 November.

**Priority One Management Scholarship**
This scholarship has been established for the benefit of members of Priority One to assist a participant to undertake study for the Postgraduate Diploma in Management Studies (PGDipMgtSt). Priority One is the Western Bay of Plenty region’s economic development organisation, established in 2001 by the business community in partnership with local authorities.

The Priority One Management Scholarship is awarded annually to assist a participant to undertake one year of study at the University of Waikato’s Tauranga Campus. The scholarship is offered on the basis of:
- Past academic performance
- Contribution to business and the community
- Management experience
- Leadership potential
To be eligible to apply for the scholarship candidates must meet the following conditions:
- Have a tertiary or relevant professional qualification (in some cases the requirement for formal degree qualifications may be waived where relevant practical experience is deemed to offset the need for prior tertiary study)
- Have a minimum of five years relevant work experience
- Own or be employed by a business or organisation which is a member of Priority One
- Be a New Zealand citizen or permanent resident of New Zealand
- Have the support of his/her employer
- Not already be enrolled in a Postgraduate Diploma in Management Studies with the Waikato Management School
- Short-listed candidates will be required to outline how they expect the postgraduate qualification and study would positively impact on their business and therefore the Tauranga and Bay of Plenty economy
The value of the scholarship is equivalent to one year’s fees (four papers in the first year of study) for a two-year PGDipMgtSt programme in Tauranga. The successful candidate will be expected to complete the PGDipMgtSt programme. Applications close each year on 30 September.

**Trust Waikato Student Community Grants**
In September 2001 Trust Waikato made a considerable contribution to be used as research grants by students of the University of Waikato. The fund has been provided to support student research that is aimed at improving the lives of the people in the Waikato region through enhancing the management of community organisations. The research grants are open to all full and part-time students who are enrolled in a course with a research component at year 4 or above at the University of Waikato in the year of tenure. Grants are available for A and B Semester or Summer School, proposals for first round must be submitted by the second Friday in February annually; proposals for round 2 must be submitted by the second Friday in June annually; proposals for Summer School must be submitted by the second Friday in November annually.

**Waikato Times Scholarship in Communication Studies**
The Waikato Times (the Waikato region’s daily newspaper) established this scholarship to support the development of communication skills by students. Created in recognition of the 40th anniversary of the founding of The University of Waikato, the Waikato Times offers this scholarship to a student who is enrolling in the first year full time of the Bachelor of Communication Studies degree (BCS).

At the discretion of the Waikato Times, a scholar may be offered vacation employment with the company, in a field related to the scholar’s study, during or after the tenure of the scholarship. The company is under no obligation to offer such employment to scholars, and the scholar is under no obligation to accept such an offer of employment.

The scholarship is awarded annually and has a value of $4000 per year, comprising $3000 towards tuition fees and $1000 for the purchase of books and study materials. The scholarship is tenable in the first instance for one year. However, scholars who successfully complete the full-time programme in which they are enrolled may apply to have their scholarship extended for a subsequent year of their study.

The closing date for applications is 31 October in the year prior to that in which the award will be taken up.

**WMS International Exchange Scholarships**
These scholarships have been established to enhance awareness and foster interest in exchange programmes offered by the University of Waikato.

The scholarships are offered:
- To encourage students to participate in exchange programmes
- To provide financial support to students approved for exchange programmes
- To promote exchange destinations most relevant for management

The WMS International Exchange Scholarships are awarded twice a year for exchanges in A Semester and B Semester and are offered on the basis of:
- Academic performance
- Perceived benefits of the exchange programme
- Reasons for choosing particular institution/country
To be eligible to apply for a WMS International Exchange Scholarship candidates must meet the following conditions:

- Have completed at least one year of study at the Waikato Management School and be eligible to apply for exchange programmes
- Have been accepted into a University of Waikato Exchange Programme
- Apply to institutions listed as recommended institutions
- Be New Zealand citizens or permanent residents of New Zealand
- Be full-time students at the Waikato Management School.

Preference will be given to students who have achieved a minimum A- grade average in the last two semesters.

10 International Exchange Scholarship will be awarded each year. They comprise:

A cash payment of $2,500 for students participating in exchange programmes in Europe, $2,000 for students participating exchange programmes in USA, Canada and Mexico, and $1500 for students participating in exchange programmes in Asia.

---

**Waikato Management School Prizes**

Prizes are awarded on the recommendation of a department chairperson for the achievement of academic excellence in one or more papers.

Unlike most scholarships there is no requirement or provision to apply for these prizes. Students are personally advised in writing if they have won a prize. Waikato Management School prizes are listed below but are subject to change.

**Department of Accounting**

- **Jerry Rickman Prize in International Taxation** is awarded to the top student of the year in the paper ACCT551 International Tax Strategies. The prize consists of a book or books approved by the Chairperson of the Department to the value of $250.
- **Ian Beattie Prize in Taxation** is awarded to the top student of the year in the paper ACCT351 Taxation. The prize consists of a book or books approved by the Chairperson of the Department to the value of $250.
- **CCH Advanced Taxation Prize** is awarded to the top student of the year in ACCT451 Advanced Taxation. The prize is a selection of CCH New Zealand books to the value of $500.
- **Grant Thornton Prize in Accounting Theory** is awarded to the top student of the year in the paper ACCT301 Accounting Theory and has a value of $1000.
- **New Zealand Institute of Chartered Accountants Prize in Accounting for Management** is awarded to the top student of the year in the paper ACCT101 Accounting for Management and has a value of $250.
- **New Zealand Institute of Chartered Accountants Prize in Financial Accounting** is awarded to the top student of the year in the paper ACCT202 Intermediate Financial Accounting and has a value of $300.
- **New Zealand Institute of Chartered Accountants Prize in Advanced Financial Accounting** is awarded to the top student of the year in the paper ACCT402 Advanced Financial Accounting and has a value of $500.
- **PricewaterhouseCoopers Prize in Accounting Information Technology and Systems** is awarded to the top student of the year in the paper ACCT313 Accounting Information Technology and Systems and has a value of $1000.
- **PricewaterhouseCoopers Prize in Auditing** is awarded to the top student of the year in the paper ACCT341 Auditing and has a value of $1000.
- **PricewaterhouseCoopers Prize in Financial Accounting** is awarded to the top student of the year in the paper ACCT302 Financial Accounting and has a value of $1000.
- **Staples Rodway Award** is awarded to the student gaining the highest marks during the year in ACCT231 Management Accounting: Accounting for Organisational Control and has a value of $1000.

**Department of Economics**

- **Bill & Joan Flower Trust Prize in Environmental Economics** is awarded to the top student for the year in ECON315 Environmental and Natural Economics (certain other conditions apply) and has a value of $500.
- **Bill & Joan Flower Trust Prize in Global Economics** is awarded to the top student for the year in ECON200 Macroeconomics and the Global Economy and has a value of $500.
• **Brendan Thompson Prize** is awarded to the top student for the year in either ECON306 International Trade and Finance or ECON406 International Trade and Finance and has a value of $250.

• **Foundation Professor’s Prize in Economics** is awarded to the top student for the year in ECON202 Microeconomics and Business Economics and has a value of $250.

• **Frankton Te Rapa Jaycees Prize in Economics** is awarded to the top student for the year in ECON204 Quantitative Methods for Economics and Finance and has a value of $250.

• **JT Ward Prize in Economics** is awarded to the top student for the year in ECON100 Business Economics and the New Zealand Economy and has a value of $250.

### Department of Finance

• **PricewaterhouseCoopers Prize in Corporate Finance** is awarded to the top student of the year in the paper FINA311 Corporate Finance and has a value of $1000.

• **The Institute Prize – Australasian Institute of Banking and Finance** is awarded to a top student for the year who will complete an undergraduate or graduate qualification, with a major in finance, during the next academic year. The prize has a value of $300 and the successful recipient will be publicly recognised in an issue of the AIBF magazine The Journal of Banking and Financial Services.

### Department of Management Systems

• **Gallagher Group Prize in Management Information Systems** is awarded to the top student for the year in the paper MSYS351 Management Information Systems. The prize has a value of $1000.

• **Gallagher Group Prize in Operations Management** is awarded to the top student for the year in the paper MSYS376 Foundations of Operations Management. The prize has a value of $1000.

• **Gallagher Group Prize in Supply Chain Management** is awarded to the top student for the year in the paper MSYS377 Supply Chain Management. The prize has a value of $1000.

• **Gallagher Group Prize in E-Business Technologies** is awarded to the top student for the year in the paper MSYS556 E-Business Technologies and Theories. The prize has a value of $1000.

• **Gallagher Group Prize in Advanced Supply Chain Management** is awarded to the top student for the year in the paper MSYS576 21st Century Logistics. The prize has a value of $1000.

### Department of Marketing

• **ANZ National Bank Prize in Relationship Marketing** is awarded to the top student for the year in MKTG458 Relationship Marketing. The prize has a value of $250.

• **Westpac Prize in Marketing and International Management** is awarded to the top student for the year in MKTG151 Introduction to Marketing and International Management. The prize has a value of $250.

### Department of Strategy and Human Resource Management

• **Alfred Marshall Prize in Human Resource Management** is awarded to the top student for the year in HRMG342 Human Resource Management. The prize has a value of $250.

• **GJ Schmitt Prize in Strategic Innovation** is awarded to the top student for the year in STMG512 Strategic Innovation. The prize has a value of $250.

• **Dean’s Prize in Strategic Management** is awarded to the top student for the year in STMG391 Strategic Management. The prize has a value of $250.

### Centre for Corporate & Executive Education

• **ANZ Financial Advisory Services Prize in Personal Financial Services** is awarded to the top student in the Postgraduate Diploma of Personal Financial Planning paper EXEC787 Comprehensive Financial Plans and has a value of $1000.

• **ANZ Financial Advisory Services Prize in Risk Management** is awarded to the student with the best aggregate results for the Postgraduate Certificate of Risk Management papers EXEC742 Planning and Evaluation for Insurers and EXEC743 Comprehensive Insurance Plans and has a value of $1000.
Awards

The Ted Zorn Waikato Alumni Award for Management Communication

This prize was established in 2004 by Professor Zorn in celebration of ten years of achievement by the Department of Management Communication in higher education and research. The award provides an opportunity for peer recognition of graduates of the department who have, since their graduation, distinguished themselves in a field of management communication.

The prize is awarded annually to a graduate of Waikato Management School who majored in a discipline offered by the Department of Management Communication, and who has, since graduation, achieved excellence in a position in the field of communication management and who preferably has made a contribution to sustainable management practice.

Candidates for the award need to have demonstrated some or all of the following attributes:

- The holding of a responsible position in an organisation or in a project that exemplifies the values of social responsibility, sustainability and/or workplace wellbeing
- The use of creativity and initiative in performing the responsibilities of the position
- The use of research and planning in their role within the organisation or project
- The recognition by their superiors and their peers within the organisation
- A spirit of entrepreneurship
- An improvement of management communication channels within the organisation or between the organisation and its publics

Applications for the award may be made:

- By the candidate, or
- In the form of a nomination of a candidate by a former class-mate, friend, or colleague of the nominee

The closing date for applications and nominations for the award is 30 November of each year. For more details about the application and nomination process and other requirements go to [http://www.waikato.ac.nz/research/scholarships/pdf/Ted%20Zorn%202005.pdf](http://www.waikato.ac.nz/research/scholarships/pdf/Ted%20Zorn%202005.pdf).

The prize is a cash award of $1000 and a suitably inscribed certificate.

Teaching and Learning Development Unit

If you need assistance with basic numerical skills, you can see the staff in the Teaching and Learning Development Unit (TLDU) situated in room 1.31, Ground Floor, Library. They will be able to provide you with assistance in specific areas which will not be given in class sessions. For language and learning assistance, however, you should first seek the help of the Language and Learning Support staff in the Management Student Centre. If they are fully booked, TLDU may be able to offer you an appointment.

TLDU offers short and one-off courses designed to help you improve your written assignments. These sessions are regularly advertised around the campus, so look out for their flyers on campus notice boards and in the Management Student Centre. For further information on TLDU, please visit [http://tldu.waikato.ac.nz/](http://tldu.waikato.ac.nz/)

The Library

The Library provides students with access to books, journals/serials/periodicals, microfilms, maps, DVDs/videos, annual reports, databases, group study rooms, laptop computers, and the Information Commons (a general access computer area). Undergraduate students are issued books for up to one month, short-term loan items for three days and music CDs and videos for two weeks. Books are issued to graduate students and staff for two months. Some journals may not be borrowed from the Library. Students need to check the Library Catalogue as many titles have electronic access. There is also a Course Reserve Collection (formerly known as Desk Copy collection) for items that are in high demand. These may be used only in the Library and are issued for a limited period of time.

Library Tours

Students new to university could benefit from Library orientation tours held at the beginning of each semester. These tours give a brief introduction to the Library and its services.

Library Tutorials

There is also a tutorial programme offered throughout the year by library staff, which provides details on the use of the library catalogue, strategies for effective research, database searching for finding journal articles, referencing styles, EndNote (bibliographic software), and the World Wide Web. These tutorials are highly recommended for getting the most out of the Library.

Timetables and bookings for tours or tutorials are available from the Information Desk on Level 2 of the Library (the main entry level) or from the Library website: [http://www.waikato.ac.nz/library/learning/t_libtuts.shtml](http://www.waikato.ac.nz/library/learning/t_libtuts.shtml). Tutorials tailored for a specific paper can be arranged through your lecturer.

If you need immediate face-to-face help then enquiries can be made at the University Library information desk on Level 2 in the Library or by telephoning ext. 8169. In addition you may make appointments to see the Management Librarian by telephoning ext. 6509.

Library Opening Hours:

Monday to Thursday 8.30am - 10.00pm
Friday 8.30am - 6.00pm
Saturday and Sunday 10.00am - 6.00pm

For more information about the University Library see the Library website [http://www.waikato.ac.nz/library](http://www.waikato.ac.nz/library)
Resources for Waikato Management School Students

All Management Students locate their study resources through the School's MyWeb™ portal. The web address to log on or find out more information about MyWeb™ is http://www.mngt.waikato.ac.nz/myweb/. Readings and web resources which support the papers students are studying are available through the paper link in MyWeb™.

Management Databases

The Management database page is accessible via MyWeb™ and is intended to point you to resources that can assist you with gathering information for your assignments. Types of resources available are:

- Library Catalogues (University of Waikato/National Catalogue (Te Puna) locates book titles and periodical titles
- Periodical indexes (ABI, Business Source Elite, Emerald) locates articles in periodicals, journals, newspapers, magazines
- Law databases – (CCH & Butterworths) case law, commentary and statutes
- Data sets (Global Marketing Information Digest GMID, PC Infos, Datastream) - locates data – statistics, financial, country
- Web links – (NZ Companies Office, NZ Unlisted markets) appropriate and authoritative links ordered by subject area

Waikato Management School is committed to using state-of-the-art technology that allows creative, innovative and global research. Please check either the Library or the School web pages for electronic resources. Electronic resources are available off-campus via MyWeb™. You will be required to authenticate using your username and password before you can search databases or look at articles. Only students who are fully enrolled in a current paper at the University of Waikato are able to access these databases and e-journals. You should contact MSC if this is a problem.

Searching for Books

The Library houses the university book collection. To find books in this collection use the Library catalogue on the Library website. You can use library catalogues available on the internet for searching other book collections. Using internet sites like Amazon.com or Google may also assist you with finding other books which may be relevant.

Searching for Journals and Journal Articles

One way to find relevant articles is to use a periodical index. Indices may be in print form or in electronic database format. Electronic versions may include full-text articles and provide a one-stop shop for information resources. Indices point the searcher to the article in the journal which may be available in the Library. Please check the library catalogue for journal titles. If necessary you may be able to interloan the article if it is unavailable on-campus. Graduate students and academic staff often need to use this service.

For more information on using electronic resources at Waikato Management School, visit http://www.management.ac.nz/school/knowledge/orientation/studentguide.htm.

Student Information Centre

The Student Information Centre in the Gateway building provides a wide range of administrative services to current and prospective students and staff. Please contact the Student Information Centre if you need help and advice on any of the following: admission, enrolment, academic records, change of name/address, ID cards. The Student Information Centre is open Monday to Friday (8.30am - 5.00pm). For more information please telephone 0800 WAIKATO, fax (07) 838 4370, or email info@waikato.ac.nz.

Examinations

For details on regulations concerning examinations, refer to the University of Waikato Calendar or http://www.waikato.ac.nz/sasd/enrolment/exams.shtml.

Special Consideration for Missed Assessments or Examinations

Students are able to apply for special consideration regarding their internal assessments and examinations due to unforeseen circumstances. The deadline for applying for special consideration is usually within three days of the assessment due date and must be accompanied with written evidence (for example a medical certificate that has to be dated within 24 hours of the exam or missed assessment date). For more information on Special Consideration regarding examinations visit http://www.waikato.ac.nz/sasd/enrolment/exams.shtml.

The Student Concerns and Complaints Policy

Students are encouraged to raise matters that are causing them concern so that they can be addressed and the University can improve the service it provides. The Student Concerns and Complaints Policy provide a fair and safe process for raising matters of concern. The policy covers matters relating to academic programmes, University processes and procedures or actions by University staff, and can be viewed at http://calendar.waikato.ac.nz/policies/studentcomplaints.html. For more information or advice regarding concerns and complaints, contact MSC.
Code of Practice for the Pastoral Care of International Students

New Zealand has set high standards for the care and protection of all international students. Waikato Management School, as part of the University of Waikato, has agreed to observe and be bound by the Code of Practice for the Pastoral Care of International Students published by the Minister of Education.

The Code of Practice for the Pastoral Care of International Students was introduced on 31 March 2002 and revised in December 2003. It aims to make sure international students are well looked after, informed, safe and properly cared for. All NZ institutions that have international students need to comply with the code. Copies of the code are available from the New Zealand Ministry of Education website at http://www.minedu.govt.nz/goto/international.

Immigration

Full details of visa and permit requirements, advice on rights to employment in New Zealand while studying, and reporting requirements are available through the New Zealand Immigration Service, and can be viewed on their website at http://www.immigration.govt.nz/.

Eligibility for Health Services

Most international students are not entitled to publicly funded health services while in New Zealand. If you receive medical treatment during your visit, you may be liable for the full costs of that treatment. Full details on entitlements to publicly funded health services are available through the Ministry of Health, and can be viewed on their website at http://www.moh.govt.nz/.

Accident Insurance

The Accident Compensation Corporation provides accident insurance for all New Zealand citizens, residents and temporary visitors to New Zealand, but you may still be liable for all other medical and related costs. Further information can be viewed on the ACC website at http://www.acc.co.nz/.

Medical and Travel Insurance

International students must have appropriate and current medical and travel insurance while studying in New Zealand.

The University of Waikato Services and Facilities

Health Services

The Student Health Service is part of the Student Services building, behind the Chapel, off the Gate 1 car park. The Student Health Service or Medical Centre has a team of four doctors and four nurses to meet students’ medical needs.

The Centre is open 9.00am - 5.00pm Monday and 8.30am - 5.00pm Tuesday to Friday including student holidays, and is also open any day in which an exam is being held, including Saturdays. The Medical Centre is closed on weekends, public holidays, and over the Christmas to New Year period. To contact the Medical Centre phone (07) 838 4037.

There is a pharmacy located on campus, under the Student Union Building next to Campus Copy. The pharmacy dispenses prescriptions and has a range of cosmetics, toiletries, and over the counter medicines. The pharmacy services overnight photos and is the University’s postal agent. The pharmacy is open Monday to Friday (8.30am - 5.30pm). To contact the pharmacy, phone (07) 838 4740.

Counselling Services

The Student Counselling Service is located in the Student Services building, behind the Chapel, off the Gate 1 car park. Three full-time and two part-time counsellors (including a kaiawhina and a male counsellor) are available on campus to provide support and help students adjust to life at university. The counsellors are qualified and familiar with issues affecting students and offer a free service. To make an appointment with a counsellor, phone (07) 838 4201.

Harassment Contact Person Network

If you have experienced some form of harassment, you do not have to feel it is your fault and you can do something about it. You are encouraged to act promptly to seek help and support. The University has a network of harassment contact people whose role is to explore options and offer support. Contact details can be found at http://www.waikato.ac.nz/hrm/internal/harassment.shtml.

Ecumenical Chaplain

The University has an Ecumenical Chaplain who offers a willing ear and a range of services for students, including meetings, worship services, and weddings. A Catholic Priest also works part-time at the Lady Goodfellow Chapel. To contact the chaplain phone (07) 838 4466 ext 8576, or (07) 838 4201. Concerts, recitals and other activities are also held regularly in the chapel.

Sport and Leisure Facilities

The University Recreation Centre (Uni Rec Centre) is a great place to get involved in sport or leisure activities. Located on campus, off Gate 1 Knighton Road, the Uni Rec Centre provides a great choice of both facilities and services, with cheap membership rates for students.

The Campus Pool is a 50-metre outdoor aquatic leisure and dive pool located near Gate 4, Hillcrest Road. The pool is open between December and March.

For further information about sport and leisure phone (07) 838 4177 or visit the Uni Rec Centre’s website at http://www.unirec.co.nz/
**Student Financial Advisor**

A financial advisor is available to help students with any money-related issues including planning a budget, dealing with STUDYLINK, and applying for special assistance and grants. The Student Finance Advisor is located in the Accommodation and Conference Services Building, phone (07) 838 4910.

**Disability Support Service**

The University makes every effort to ensure that all students have equal opportunity to participate in study and recreational activities. Assistance ranges from wheelchair access to Braille handouts in classes.

The Disabilities Co-ordinator is available as a contact person to provide information and disability support, and may be able to assist students with enrolment matters, campus maps and information, parking permits, access to lecture information, seating in lecture theatres, examination assistance, specialised equipment e.g. dictaphones, alternative formatting for printed material, note taking, computer support, and advice.

The Disabilities Co-ordinator also liaises with the relevant staff from different departments and divisions to ensure the University is able to provide the best support for individual students. There is an Access Room available where students with disabilities can take a break. For more information on the Access Room, contact the Disabilities Support Staff on (07) 838 4711.

For further information on the University of Waikato’s policies and procedures for students with disabilities, please contact the Disabilities Co-ordinator, phone (07) 838 4719 or call in at room G.34 in the Student Services Division.

Students who suffer a temporary disability may also use the services provided.

**Careers and Employment Centre**

Careers and Employment staff provide CV writing assistance, workshops on job-related topics, organise employer visits, and advertise current vacancies for graduates on the [http://www.waikato.ac.nz/sasd/careers](http://www.waikato.ac.nz/sasd/careers) website. The Careers and Employment Centre is located in room G.25 in the Student Services Building, phone (07) 838 4466 ext. 6264 or email careers@waikato.ac.nz.

**Accommodation Advisory Service**

The Accommodation Advisor helps students to find accommodation by providing listings of houses, flats and boarding situations. The advisor is also available to give advice on tenancy issues. Phone (07) 838 4084, or email accom@waikato.ac.nz.

**Office of Student Life**

The Office of Student Life provides training and support for student representatives, promotes the above services to students (especially first year students), and trains and coordinates student volunteers during orientation weeks. To contact the Office of Student Life phone (07) 838 4466 ext 6264

For any further information regarding the individual services, check out the various student services web links at [www.waikato.ac.nz/student](http://www.waikato.ac.nz/student).

**Parking**

You may park in any of the general parking areas on campus.

Gate 10 on Silverdale Road is a very large general car park which anybody can park in and is close to Waikato Management School. Please take notice of the permit parking areas. These are for staff only (including Gate 7, Hillcrest Road). If you park in these areas without a permit, your car will be clamped and you will have to pay to get the clamp removed.

Please note that you are bound by the University’s parking and traffic regulations, which can be found in the University of Waikato Calendar [http://calendar.waikato.ac.nz/](http://calendar.waikato.ac.nz/).
Common University Terms

Adult Learner
Includes all those students who are not school-leavers and covers a wide range of ages.

Assessment
A degree/certificate/diploma is awarded after a student’s knowledge has been assessed by the teaching staff. Assessment methods include tests and exams, essays, reviews and other pieces of writing, laboratories and workshops, and some oral work.

Bachelor Degree
This is a first degree. It is sometimes also called an undergraduate degree. It takes a minimum of three to four years of full-time study to complete a bachelor degree.

Calendar
The university’s official record of rules and regulations, staff, papers, dates etc.

Conjoint Degree
A conjoint degree is when two degrees are taken simultaneously; this allows you to complete the two degrees in a shorter period of time than would ordinarily be possible.

Co-requisite
A co-requisite is a paper that is complementary to other papers. While the knowledge gained from one paper is not required to take the other paper, students are required to complete both of them.

Core/Compulsory Paper
A key paper that must be passed as part of a particular degree or diploma.

Corresponding Papers
Corresponding papers are either equivalent papers (in effect the same papers, one of which was taught in the past with a different code number) or papers which share a significant amount of common content. Students may therefore receive credit for only one of the papers listed as corresponding to each other.

Degree
A degree is a structured course of study in a particular area of study such as management or communication. Each degree has a different ‘make-up’ with a set number of papers at different levels. To complete a degree, a student must take the papers required for that degree.

Department
An academic unit within a School of Studies/Faculty which is responsible for teaching a particular subject or discipline e.g. economics.

Diploma
A qualification gained from the equivalent of one year’s full-time study.

Discipline
A general subject area e.g. economics or marketing.

Elective
Elective papers are papers which are not part of the compulsory papers for your degree or major. These papers can be anything you choose.

Field
A general area of academic study that includes a number of related subjects.

Graduate
A graduate is a person who has been awarded a university degree.

Graduate Qualification
Students who have successfully completed an undergraduate qualification in a different subject area, or have relevant work experience, may take a graduate qualification. Graduate qualifications include diplomas and certificates.

Interdisciplinary Programme
Waikato Management School offers one specialist interdisciplinary programme - the International Management Programme, which may be taken as well as, or instead of, a major as part of the Bachelor of Management Studies (BMS) degree.

Lecture
You will normally be required to attend two to four hours of lectures each week for each of your papers. There may be as many as 350 students in a lecture. The lecturer stands at the front of the lecture theatre and speaks, writes on the board, shows overheads, videos etc while you listen and note down the most important information. These notes are important as they form the starting point from which you’ll do further research.

Major
This is the main subject in which you specialise. To specialise in a subject you study it to a higher level i.e. 300 or 400 level.

Master
A masters degree is an advanced qualification that normally builds on an undergraduate degree. Some masters degrees, such as the Master of Management Studies, are specialist degrees that allow concentrated study of one subject area. Other masters degrees, such as the Master of Business Administration, are generalist degrees that cover a range of subject areas.

Paper
A paper is similar to a subject at secondary school. To complete each paper you will be required to participate in a range of lectures, tutorials and group work.

Paper Code
A paper code contains information about the subject, level and timing of the paper. The first four letters identify the area of study in which the paper falls and the first number identifies the level of the paper e.g. ACCT202-08B is a 200 level Accounting paper and ACCT301-08B is a 300 level Accounting paper. The two digits after the hyphen tell you what year the paper is taught in (e.g. -08 is 2008). The letter on the end of the paper code is the semester indicator that tells you which period of the year the paper is taught: S semester (Summer School, January-February); A semester (March-July); or B semester (July-November) (e.g. B semester in these two examples).
**Paper Levels**

100 level papers are normally introductory, exposing you to the scope of the topic and its terminology and preparing you to proceed in the subject or in related subject areas.

200 level papers normally develop the theory and methodology of the topic or subject as a framework for later synthesis or evaluation of material.

300 level papers rely less on structured teaching and assessment and require greater student participation both in timetabled classes and through seminars and workshops. More self-directed learning and a greater degree of intellectual flexibility are expected.

400 level papers usually have a greater emphasis on critical thinking regarding the theories and models of the subject concerned, providing a foundation for study at graduate level.

500 level papers are informed by the leading edge literature of the subject area and are practice relevant.

**Points**

Points are the way in which we calculate a degree. Each paper is worth 15, 20, or 30 points, and a bachelor degree is worth between 360 and 480 points. 120 points is a full-time, full-year programme.

**Postgraduate**

Postgraduate refers to advanced study above undergraduate level.

**Prerequisite**

A paper which must be satisfactorily completed before entry to another specified paper can be approved.

**Programme of Study**

The papers that you are enrolled in each year make up your programme of study for that year. Most undergraduate first year programmes will involve seven or eight papers.

**Qualification**

An official record of achievement awarded on the successful completion of a degree, diploma or certificate.

**Restriction**

Restricted papers share a significant amount of common content. Students may therefore receive credit for only one of the papers listed.

**School of Study or Faculty**

A grouping of departments responsible for teaching and research in related subjects.

**Semester**

Similar to a school term, a semester is a teaching period of approximately 12 weeks. The University of Waikato has two semesters per year and they are known as the A Semester, which starts in February and ends in June, and the B Semester which starts in July and ends in November. We also have a six-week Summer School that runs over January and February. Most of the papers offered by The University of Waikato are semester papers but there are some full-year papers.

**Specialisation**

A formally recognised specialised programme of study within a major or subject area. A specialisation requires that particular papers are taken and often more than the minimum requirements for the major or subject.

**Subject**

An area of study, e.g. accounting, public relations or tourism management.

**Summer School**

Summer School usually starts on the first Monday in January and runs for six weeks, followed by a week of Summer School examinations. Summer School papers are used by students to “catch up” on failed papers, to fit in with other commitments, to reduce workload in other semesters or as a “kick start” to some graduate programmes. Summer School offers a limited range of papers.

**Timetable**

Your timetable is your programme of lectures and tutorials. Once you are enrolled in your papers you can view your timetable at http://timetable.waikato.ac.nz/

**Tutorials/Workshops**

In addition to attending lectures you will also attend tutorials or ‘tutes’ as they are more commonly known. A tutorial is a smaller group of people than in your lecture and usually consists of 20-25 students. The tutorial is led by a tutor who may be a postgraduate student or a member of the academic staff (your tutor is not usually your lecturer). In tutorials you talk about issues which have arisen out of the lectures and the readings you have been doing. Sometimes there are exercises or small tests to complete. As well as leading the tutorial group the tutor is also responsible for marking your essays and assignments.

Remember your tutor is there to help you so if you don’t understand what’s going on in your lecture or tutorial or you’re not sure what your essay topic means, don’t be afraid to talk to your tutor about it.

**Undergraduate**

A person who is studying at university for a first degree (or a bachelor degree) is known as an undergraduate.
# Contacting Staff

## Management Student Centre

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mrs Joyce Amarasekera</td>
<td>4990</td>
<td>MS1.G.03A</td>
<td><a href="mailto:499@waikato.ac.nz">499@waikato.ac.nz</a></td>
<td>Student Investigations Administrator</td>
</tr>
<tr>
<td>Mrs Kim Barclay-Kerr</td>
<td>6161</td>
<td>MS1.G.08A</td>
<td><a href="mailto:kbarclay@waikato.ac.nz">kbarclay@waikato.ac.nz</a></td>
<td>Management Student Consultant – Graduate</td>
</tr>
<tr>
<td>Mr Duke Boon</td>
<td>6235</td>
<td>MS1.G.02A</td>
<td><a href="mailto:dukecas@waikato.ac.nz">dukecas@waikato.ac.nz</a></td>
<td>Maori Consultant</td>
</tr>
<tr>
<td>Ms Fran Britt</td>
<td>5044</td>
<td>MS1.G.12</td>
<td><a href="mailto:franb@waikato.ac.nz">franb@waikato.ac.nz</a></td>
<td>Management Student Consultant – Undergraduate</td>
</tr>
<tr>
<td>Ms Tania Burkhart</td>
<td>4546</td>
<td>MS1.G.09</td>
<td><a href="mailto:tania@waikato.ac.nz">tania@waikato.ac.nz</a></td>
<td>Management Student Consultant – Enrolment and Retention</td>
</tr>
<tr>
<td>Ms Rose Dillon</td>
<td>4619</td>
<td>MS1.G.06</td>
<td><a href="mailto:roseg@mngt.waikato.ac.nz">roseg@mngt.waikato.ac.nz</a></td>
<td>Management Student Consultant – Undergraduate</td>
</tr>
<tr>
<td>Ms Miao Fan</td>
<td>4787</td>
<td>MS1.G.07</td>
<td><a href="mailto:fanm@mngt.waikato.ac.nz">fanm@mngt.waikato.ac.nz</a></td>
<td>Management Student Consultant – International</td>
</tr>
<tr>
<td>Mr Grant Harris</td>
<td>6091</td>
<td>MS3.G.07</td>
<td><a href="mailto:granth@mngt.waikato.ac.nz">granth@mngt.waikato.ac.nz</a></td>
<td>Senior Teacher Language and Learning Dev</td>
</tr>
<tr>
<td>Mr Jeremy Max</td>
<td>5080</td>
<td>MS1.G.13</td>
<td><a href="mailto:jeremiah@waikato.ac.nz">jeremiah@waikato.ac.nz</a></td>
<td>Student Advisor</td>
</tr>
<tr>
<td>Mr John Mitchell</td>
<td>6449</td>
<td>MS1.G.10</td>
<td><a href="mailto:johnm@waikato.ac.nz">johnm@waikato.ac.nz</a></td>
<td>Kaitautoko Officer</td>
</tr>
<tr>
<td>Mrs Gill O’Neill</td>
<td>4637</td>
<td>MS3.G.05</td>
<td><a href="mailto:gill@waikato.ac.nz">gill@waikato.ac.nz</a></td>
<td>Management Student Consultant – Language and Learning</td>
</tr>
<tr>
<td>Mrs Sybil Simpson</td>
<td>8128</td>
<td>MS1.G.04</td>
<td><a href="mailto:sybils@waikato.ac.nz">sybils@waikato.ac.nz</a></td>
<td>Administrative Assistance</td>
</tr>
<tr>
<td>Mrs Caroline Singh</td>
<td>4303</td>
<td>MS1.G.04A</td>
<td><a href="mailto:singhvc@waikato.ac.nz">singhvc@waikato.ac.nz</a></td>
<td>Student Information Officer</td>
</tr>
<tr>
<td>Ms Vicky Young</td>
<td>6091</td>
<td>MS3.G.07</td>
<td><a href="mailto:vyoung@waikato.ac.nz">vyoung@waikato.ac.nz</a></td>
<td>Tutor Language and Learning Development</td>
</tr>
<tr>
<td>Ms Jennifer Zhao</td>
<td>4619</td>
<td>MS1.G.12</td>
<td><a href="mailto:yananz@waikato.ac.nz">yananz@waikato.ac.nz</a></td>
<td>Student Advisor</td>
</tr>
<tr>
<td>Pamela Bird</td>
<td>4317</td>
<td>MSB.2.32C</td>
<td><a href="mailto:pbird@waikato.ac.nz">pbird@waikato.ac.nz</a></td>
<td>Student Services Manager</td>
</tr>
</tbody>
</table>

## Qualification Convenors

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Ian Eggleton</td>
<td>8102</td>
<td>MS3.08</td>
<td><a href="mailto:ianeggle@waikato.ac.nz">ianeggle@waikato.ac.nz</a></td>
<td>Graduate Qualifications Convenor</td>
</tr>
<tr>
<td>Prof Karen Van Peursem</td>
<td>8647</td>
<td>MS3.38</td>
<td><a href="mailto:kvp@waikato.ac.nz">kvp@waikato.ac.nz</a></td>
<td>Doctoral Studies Convenor</td>
</tr>
<tr>
<td>Prof Kay Weaver</td>
<td>6222</td>
<td>MS4.35A</td>
<td><a href="mailto:chweaver@waikato.ac.nz">chweaver@waikato.ac.nz</a></td>
<td>Qualification Convenor BCS</td>
</tr>
<tr>
<td>Prof Bob McQueen</td>
<td>4126</td>
<td>MS8.G.05</td>
<td><a href="mailto:bmcqueen@waikato.ac.nz">bmcqueen@waikato.ac.nz</a></td>
<td>Qualifications Convenor - BECom</td>
</tr>
<tr>
<td>Prof Howard Davey</td>
<td>4441</td>
<td>MS3.14</td>
<td><a href="mailto:hdavey@waikato.ac.nz">hdavey@waikato.ac.nz</a></td>
<td>Qualification Convenor BMS/BBA</td>
</tr>
<tr>
<td>Dr Asad Mohsin</td>
<td>5061</td>
<td>MS3.35</td>
<td><a href="mailto:amohsin@waikato.ac.nz">amohsin@waikato.ac.nz</a></td>
<td>Qualifications Convenor BTour</td>
</tr>
</tbody>
</table>

## Executive Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Frank Scrimgeour</td>
<td>4415</td>
<td>MS2.14</td>
<td><a href="mailto:scrim@waikato.ac.nz">scrim@waikato.ac.nz</a></td>
<td>Acting Dean</td>
</tr>
<tr>
<td>Prof Delwyn Clark</td>
<td>4594</td>
<td>MS2.07</td>
<td><a href="mailto:dnclark@waikato.ac.nz">dnclark@waikato.ac.nz</a></td>
<td>Associate Dean Research</td>
</tr>
<tr>
<td>Mr John Creek</td>
<td>4614</td>
<td>MS3.18</td>
<td><a href="mailto:ccc_jc@waikato.ac.nz">ccc_jc@waikato.ac.nz</a></td>
<td>Executive Director Information Technology</td>
</tr>
<tr>
<td>Sarah Knox</td>
<td>5013</td>
<td>MS2.04</td>
<td><a href="mailto:skn0x@waikato.ac.nz">skn0x@waikato.ac.nz</a></td>
<td>Executive Director PR &amp; Marketing</td>
</tr>
<tr>
<td>Prof Juliet Roper</td>
<td>4142</td>
<td>MS4.35H</td>
<td><a href="mailto:jroper@waikato.ac.nz">jroper@waikato.ac.nz</a></td>
<td>Associate Dean Sustainability</td>
</tr>
<tr>
<td>AProf John Tressler</td>
<td>4314</td>
<td>MS2.36</td>
<td><a href="mailto:tressler@waikato.ac.nz">tressler@waikato.ac.nz</a></td>
<td>Associate Dean Academic</td>
</tr>
<tr>
<td>Ms Dorothy Wales</td>
<td>8135</td>
<td>MS2.10</td>
<td><a href="mailto:dwales@waikato.ac.nz">dwales@waikato.ac.nz</a></td>
<td>Director Business Services</td>
</tr>
<tr>
<td>Dr Ed Weymes</td>
<td>4842</td>
<td>MS2.08</td>
<td><a href="mailto:weymosed@waikato.ac.nz">weymosed@waikato.ac.nz</a></td>
<td>Associate Dean International</td>
</tr>
<tr>
<td>Prof Ted Zorn</td>
<td>4776</td>
<td>MS4.35C</td>
<td><a href="mailto:tzorn@waikato.ac.nz">tzorn@waikato.ac.nz</a></td>
<td>Associate Dean Management Development</td>
</tr>
</tbody>
</table>
## Contacting Staff

### Department of Accounting

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Howard Davey</td>
<td>4441</td>
<td>MSB.3.14</td>
<td><a href="mailto:hdavey@waikato.ac.nz">hdavey@waikato.ac.nz</a></td>
<td>Co-Chairperson / Professor</td>
</tr>
<tr>
<td>AProf Martin Kelly</td>
<td>8653</td>
<td>MSB.3.36</td>
<td><a href="mailto:kelly@waikato.ac.nz">kelly@waikato.ac.nz</a></td>
<td>Co-Chairperson / Graduate Convenor</td>
</tr>
<tr>
<td>Mrs Pat Piper</td>
<td>4305</td>
<td>MSB.3.13</td>
<td><a href="mailto:ppiper@waikato.ac.nz">ppiper@waikato.ac.nz</a></td>
<td>Department Administrator</td>
</tr>
<tr>
<td>Mrs Mary Low</td>
<td>8746</td>
<td>MSB.3.38L</td>
<td><a href="mailto:lal@waikato.ac.nz">lal@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Lecturer</td>
</tr>
<tr>
<td>Dr Brennan Allen</td>
<td>8940</td>
<td>MSB.3.01</td>
<td><a href="mailto:ballen@waikato.ac.nz">ballen@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Ms Jackie Allen</td>
<td>6306</td>
<td>MSB.3.01</td>
<td><a href="mailto:jnallen@waikato.ac.nz">jnallen@waikato.ac.nz</a></td>
<td></td>
</tr>
<tr>
<td>Mr Clinton Alley</td>
<td>8137</td>
<td>MSB.3.37</td>
<td><a href="mailto:cralley@waikato.ac.nz">cralley@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mr Murugesh Arunachalam</td>
<td>7007</td>
<td>MSB.3.04</td>
<td><a href="mailto:murugesh@waikato.ac.nz">murugesh@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Mrs Andrea Bather</td>
<td>8948</td>
<td>MSB.3.29</td>
<td><a href="mailto:andreac@waikato.ac.nz">andreac@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>AProf David Coy</td>
<td>8092</td>
<td>MSB.3.06</td>
<td><a href="mailto:dcoy@waikato.ac.nz">dcoy@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Prof Ian Eggleton</td>
<td>8102</td>
<td>MSB.3.08</td>
<td><a href="mailto:ianegg@waikato.ac.nz">ianegg@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Prof Stewart Lawrence</td>
<td>8794</td>
<td>MSB.3.05</td>
<td><a href="mailto:stewart@waikato.ac.nz">stewart@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Joanne Locke</td>
<td>8652</td>
<td>MSB.3.03</td>
<td><a href="mailto:jlocke@waikato.ac.nz">jlocke@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Alan Lowe</td>
<td>8108</td>
<td>MSB.3.16</td>
<td><a href="mailto:alow@waikato.ac.nz">alow@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Ms Alison McCourt</td>
<td>8101</td>
<td>MSB.3.15</td>
<td><a href="mailto:alimc@waikato.ac.nz">alimc@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Mr Jim Ryan</td>
<td>7903</td>
<td>MSB.3.15</td>
<td><a href="mailto:jimryan@waikato.ac.nz">jimryan@waikato.ac.nz</a></td>
<td>Teaching Fellow</td>
</tr>
<tr>
<td>Dr Grant Samkin</td>
<td>8942</td>
<td>MSB.3.07</td>
<td><a href="mailto:grantsam@waikato.ac.nz">grantsam@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Ms Helen Samujh</td>
<td>8092</td>
<td>MSB.3.06</td>
<td><a href="mailto:rhamsu@waikato.ac.nz">rhamsu@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mr Umesh Sharma</td>
<td>4247</td>
<td>MSB.3.28</td>
<td><a href="mailto:ups@waikato.ac.nz">ups@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Mrs Jagdeep Singh-Ladhar</td>
<td>8091</td>
<td>MSB.3.39</td>
<td><a href="mailto:ladhar@waikato.ac.nz">ladhar@waikato.ac.nz</a></td>
<td>Tutor</td>
</tr>
<tr>
<td>Ms Nikki Smith</td>
<td>8315</td>
<td>MSB.3.12</td>
<td><a href="mailto:nikki@waikato.ac.nz">nikki@waikato.ac.nz</a></td>
<td>Assistant Administrator</td>
</tr>
<tr>
<td>Prof Karen Van Peursem</td>
<td>8647</td>
<td>MSB.3.38</td>
<td><a href="mailto:kvp@waikato.ac.nz">kvp@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
</tbody>
</table>

### Department of Economics

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Frank Scrimgeour</td>
<td>4415</td>
<td>MSB.2.14</td>
<td><a href="mailto:scrim@waikato.ac.nz">scrim@waikato.ac.nz</a></td>
<td>Co-Chairperson / Professor</td>
</tr>
<tr>
<td>Prof Mark Holmes</td>
<td>4454</td>
<td>MSB.2.20</td>
<td><a href="mailto:holmesm@mngt.waikato.ac.nz">holmesm@mngt.waikato.ac.nz</a></td>
<td>Co-Chairperson / Professor</td>
</tr>
<tr>
<td>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.15</td>
<td><a href="mailto:mfitz@mngt.waikato.ac.nz">mfitz@mngt.waikato.ac.nz</a></td>
<td>Department Administration Manager</td>
</tr>
<tr>
<td>Dr Anna Strutt</td>
<td>4958</td>
<td>MSB.3.26</td>
<td><a href="mailto:astrutt@waikato.ac.nz">astrutt@waikato.ac.nz</a></td>
<td>Graduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Dr Dan Marsh</td>
<td>4950</td>
<td>MSB.2.19</td>
<td><a href="mailto:dmarsh@waikato.ac.nz">dmarsh@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Dr Sayeeda Bano</td>
<td>4931</td>
<td>MSB.2.21</td>
<td><a href="mailto:sbano@waikato.ac.nz">sbano@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mr Michael Cameron</td>
<td>8235</td>
<td>OP29.G.01</td>
<td><a href="mailto:mcam@waikato.ac.nz">mcam@waikato.ac.nz</a></td>
<td>Teaching Fellow</td>
</tr>
<tr>
<td>Dr Kenneth Carlaw</td>
<td>6742</td>
<td>MSB.3.388</td>
<td><a href="mailto:kcarlaw@mngt.waikato.ac.nz">kcarlaw@mngt.waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mrs Bridget Daldy</td>
<td>8418</td>
<td>MSB.2.12</td>
<td><a href="mailto:bdal@waikato.ac.nz">bdal@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Dr Richard Dutu</td>
<td>5164</td>
<td>MSB.2.22</td>
<td><a href="mailto:rdutu@waikato.ac.nz">rdutu@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof John Gibson</td>
<td>4289</td>
<td>OP37.G.01</td>
<td><a href="mailto:jgibson@waikato.ac.nz">jgibson@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Pam Kaval</td>
<td>6551</td>
<td>MSB.2.16</td>
<td><a href="mailto:pkaval@waikato.ac.nz">pkaval@waikato.ac.nz</a></td>
<td>Senior Research Fellow</td>
</tr>
<tr>
<td>Dr Steven Lim</td>
<td>4315</td>
<td>MSB.3.27</td>
<td><a href="mailto:slim1@waikato.ac.nz">slim1@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Philip McCann</td>
<td>5037</td>
<td>MSB.2.23</td>
<td><a href="mailto:pmccann@mngt.waikato.ac.nz">pmccann@mngt.waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mrs Leonie Pope</td>
<td>4045</td>
<td>MSB.2.15</td>
<td><a href="mailto:lpo@waikato.ac.nz">lpo@waikato.ac.nz</a></td>
<td>Assistant Administrator</td>
</tr>
<tr>
<td>Prof Riccardo Scarpa</td>
<td>4848</td>
<td>MSB.2.13</td>
<td><a href="mailto:rscarpa@waikato.ac.nz">rscarpa@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mr Brian Silverstone</td>
<td>4076</td>
<td>MSB.2.18</td>
<td><a href="mailto:silver@waikato.ac.nz">silver@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
</tbody>
</table>
## Department of Finance

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Frank Scrimgeour</td>
<td>4415</td>
<td>MSB.2.14</td>
<td><a href="mailto:scrim@waikato.ac.nz">scrim@waikato.ac.nz</a></td>
<td>Chairperson</td>
</tr>
<tr>
<td>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.15</td>
<td><a href="mailto:mfitzy@mngt.waikato.ac.nz">mfitzy@mngt.waikato.ac.nz</a></td>
<td>Department Administration Manager</td>
</tr>
<tr>
<td>AProf Stuart Locke</td>
<td>4756</td>
<td>MSB.3.38H</td>
<td><a href="mailto:smlocke@waikato.ac.nz">smlocke@waikato.ac.nz</a></td>
<td>Graduate Convenor / Associate Professor</td>
</tr>
<tr>
<td>Dr Daniel Choi</td>
<td>4973</td>
<td>MSB.3.38J</td>
<td><a href="mailto:dfschoi@waikato.ac.nz">dfschoi@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Dr Dani Foo</td>
<td>4559</td>
<td>MSB.3.38A</td>
<td><a href="mailto:dfoo@waikato.ac.nz">dfoo@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mr Kurt Hess</td>
<td>4196</td>
<td>MSB.3.38I</td>
<td><a href="mailto:kurthess@waikato.ac.nz">kurthess@waikato.ac.nz</a></td>
<td>Senior Fellow</td>
</tr>
<tr>
<td>Dr Philip O'Connor</td>
<td>8416</td>
<td>MSB.3.38G</td>
<td><a href="mailto:philipo@waikato.ac.nz">philipo@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Leonie Pope</td>
<td>4045</td>
<td>MSB.2.15</td>
<td>l <a href="mailto:pope@waikato.ac.nz">pope@waikato.ac.nz</a></td>
<td>Assistant Administrator</td>
</tr>
<tr>
<td>Prof Ed Vos</td>
<td>8110</td>
<td>MSB.3.38C</td>
<td><a href="mailto:evos@waikato.ac.nz">evos@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
</tbody>
</table>

## Department of Management Communication

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>AProf Debashish Munshi</td>
<td>4950</td>
<td>MSB.4.35K</td>
<td><a href="mailto:munshi@waikato.ac.nz">munshi@waikato.ac.nz</a></td>
<td>Chairperson</td>
</tr>
<tr>
<td>Miss Jean Beaton</td>
<td>8140</td>
<td>MSB.3.35B</td>
<td><a href="mailto:jbeaton@waikato.ac.nz">jbeaton@waikato.ac.nz</a></td>
<td>Department Administrator</td>
</tr>
<tr>
<td>Dr Shiv Ganesh</td>
<td>8529</td>
<td>MSB.4.37</td>
<td><a href="mailto:sganesh@waikato.ac.nz">sganesh@waikato.ac.nz</a></td>
<td>Graduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Prof David McKie</td>
<td>4197</td>
<td>MSB.4.35D</td>
<td><a href="mailto:dmckie@waikato.ac.nz">dmckie@waikato.ac.nz</a></td>
<td>Graduate Convenor</td>
</tr>
<tr>
<td>Prof Ted Zorn</td>
<td>4776</td>
<td>MSB.4.35C</td>
<td><a href="mailto:tzorn@waikato.ac.nz">tzorn@waikato.ac.nz</a></td>
<td>Graduate Convenor</td>
</tr>
<tr>
<td>Dr Nittaya Campbell</td>
<td>6281</td>
<td>MSB.4.35F</td>
<td><a href="mailto:nittaya@waikato.ac.nz">nittaya@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Dr Cheryl Cockburn-Wootten</td>
<td>3777</td>
<td>MSB.4.38</td>
<td><a href="mailto:cwootten@waikato.ac.nz">cwootten@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Dr Prue Holmes</td>
<td>4141</td>
<td>MSB.4.35I</td>
<td><a href="mailto:pholmes@waikato.ac.nz">pholmes@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Senior Lecturer</td>
</tr>
<tr>
<td>Ms Mary Simpson</td>
<td>8357</td>
<td>MSB.4.35</td>
<td><a href="mailto:mary@waikato.ac.nz">mary@waikato.ac.nz</a></td>
<td>Undergraduate Convenor / Lecturer</td>
</tr>
<tr>
<td>Dr Fabrice Desmarais</td>
<td>6113</td>
<td>MSB.4.35J</td>
<td><a href="mailto:fabrice@waikato.ac.nz">fabrice@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Dr Alison Henderson</td>
<td>6111</td>
<td>MSB.3.38F</td>
<td><a href="mailto:alison@waikato.ac.nz">alison@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Juliet Roper</td>
<td>4142</td>
<td>MSB.4.35H</td>
<td><a href="mailto:jroper@waikato.ac.nz">jroper@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mrs Michele Schoenberger-Orgad</td>
<td>6117</td>
<td>MSB.4.35G</td>
<td><a href="mailto:morgad@waikato.ac.nz">morgad@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Dr Margalit Toledano</td>
<td>6112</td>
<td>MSB.4.36</td>
<td><a href="mailto:toledano@mngt.waikato.ac.nz">toledano@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Kay Weaver</td>
<td>6222</td>
<td>MSB.4.35A</td>
<td><a href="mailto:ckweaver@waikato.ac.nz">ckweaver@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
</tbody>
</table>

## Department of Management Systems

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Jim Corner</td>
<td>4563</td>
<td>MSB.G.06</td>
<td><a href="mailto:jcorner@waikato.ac.nz">jcorner@waikato.ac.nz</a></td>
<td>Chairperson / Professor</td>
</tr>
<tr>
<td>Jan Stevenson</td>
<td>4561</td>
<td>MSB.G.01</td>
<td><a href="mailto:janstevie@waikato.ac.nz">janstevie@waikato.ac.nz</a></td>
<td>Department Administrator</td>
</tr>
<tr>
<td>Dr Hyung Jun Ahn</td>
<td>5108</td>
<td>MSB.G.17</td>
<td><a href="mailto:hjahn@waikato.ac.nz">hjahn@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>AProf Chuda Basnet</td>
<td>4562</td>
<td>MSB.G.03</td>
<td><a href="mailto:chuda@waikato.ac.nz">chuda@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>AProf Paul Childerhouse</td>
<td>4233</td>
<td>MSB.G.02</td>
<td><a href="mailto:pchilder@mngt.waikato.ac.nz">pchilder@mngt.waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Dr Eric Deakins</td>
<td>4565</td>
<td>MSB.G.07</td>
<td><a href="mailto:edeakins@waikato.ac.nz">edeakins@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Stuart Dillon</td>
<td>4234</td>
<td>MSB.G.04</td>
<td><a href="mailto:stuart@waikato.ac.nz">stuart@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Bob McQueen</td>
<td>4126</td>
<td>MSB.G.05</td>
<td><a href="mailto:bmcqueen@waikato.ac.nz">bmcqueen@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mrs Karyn Rastrick</td>
<td>4207</td>
<td>MSB.G.09</td>
<td><a href="mailto:karyn@waikato.ac.nz">karyn@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>AProf John Scott</td>
<td>4564</td>
<td>MSB.G.15</td>
<td><a href="mailto:jls@waikato.ac.nz">jls@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Dr Peter Sun</td>
<td>4283</td>
<td>MSB.G.08</td>
<td><a href="mailto:petersun@waikato.ac.nz">petersun@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
</tbody>
</table>
## Department of Marketing

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>AProf Ron Garland</td>
<td>7963</td>
<td>MSB.4.17</td>
<td><a href="mailto:rgarland@mngt.waikato.ac.nz">rgarland@mngt.waikato.ac.nz</a></td>
<td>Chairperson / Undergraduate Convenor</td>
</tr>
<tr>
<td>Ms Jenny Elliottson</td>
<td>4725</td>
<td>MSB.4.18</td>
<td><a href="mailto:jelly@waikato.ac.nz">jelly@waikato.ac.nz</a></td>
<td>Departmental Administrator</td>
</tr>
<tr>
<td>AProf Carolyn Costley</td>
<td>8648</td>
<td>MSB.4.16</td>
<td><a href="mailto:ccostley@waikato.ac.nz">ccostley@waikato.ac.nz</a></td>
<td>Graduate Convenor</td>
</tr>
<tr>
<td>AProf Lorraine Friend</td>
<td>8982</td>
<td>MSB.4.14</td>
<td><a href="mailto:lfriend@waikato.ac.nz">lfriend@waikato.ac.nz</a></td>
<td>Graduate Convenor</td>
</tr>
<tr>
<td>Prof Richard Varey</td>
<td>4617</td>
<td>MSB.4.19</td>
<td><a href="mailto:rvarey@mngt.waikato.ac.nz">rvarey@mngt.waikato.ac.nz</a></td>
<td>Graduate Convenor</td>
</tr>
<tr>
<td>AProf Roger Brookesbank</td>
<td>8911</td>
<td>MSB.4.21</td>
<td><a href="mailto:rogerb@waikato.ac.nz">rogerb@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mrs Janet Davey</td>
<td>7909</td>
<td>MS5.G.02</td>
<td><a href="mailto:janetd@waikato.ac.nz">janetd@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr Mary FitzPatrick</td>
<td>6273</td>
<td>MS5.G.08</td>
<td><a href="mailto:maryfitz@waikato.ac.nz">maryfitz@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Mark Kilgour</td>
<td>7885</td>
<td>MS5.G.06</td>
<td><a href="mailto:kilgour@waikato.ac.nz">kilgour@waikato.ac.nz</a></td>
<td>Teaching Fellow</td>
</tr>
<tr>
<td>AProf Scott Koslow</td>
<td>8587</td>
<td>MS5.G.23</td>
<td><a href="mailto:skoslow@waikato.ac.nz">skoslow@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Ms Trisha Koslow</td>
<td>8340</td>
<td>MSB.4.25</td>
<td><a href="mailto:trisha@waikato.ac.nz">trisha@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr James McIntosh</td>
<td>6055</td>
<td>MS5.G.14</td>
<td><a href="mailto:jamesm@waikato.ac.nz">jamesm@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr Valentyna Melnyk</td>
<td>6219</td>
<td>MSB.4.22</td>
<td><a href="mailto:vmelnyk@mngt.waikato.ac.nz">vmelnyk@mngt.waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Ms Bobbie Wisneski</td>
<td>4195</td>
<td>MSB.4.09</td>
<td><a href="mailto:bobbie@waikato.ac.nz">bobbie@waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Dr Marc H Anderson</td>
<td>4430</td>
<td>MSB.4.31</td>
<td><a href="mailto:mha@waikato.ac.nz">mha@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof James Barker</td>
<td>5022</td>
<td>MSB.4.26</td>
<td><a href="mailto:jbarker@mngt.waikato.ac.nz">jbarker@mngt.waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Steve Bowden</td>
<td>4472</td>
<td>MSB.4.34</td>
<td><a href="mailto:sbowden@waikato.ac.nz">sbowden@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Eva Collins</td>
<td>4083</td>
<td>MSB.4.39</td>
<td><a href="mailto:evacollin@waikato.ac.nz">evacollin@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Janet Davey</td>
<td>7909</td>
<td>MS5.G.02</td>
<td><a href="mailto:janetd@waikato.ac.nz">janetd@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr Suzette Dyer</td>
<td>8096</td>
<td>MS5.G.04</td>
<td><a href="mailto:sdyer@waikato.ac.nz">sdyer@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Jennifer Gibb</td>
<td>6057</td>
<td>MSB.4.40</td>
<td><a href="mailto:jennyg@waikato.ac.nz">jennyg@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Clive Gilson</td>
<td>4644</td>
<td>MSB.4.13</td>
<td><a href="mailto:gilson@waikato.ac.nz">gilson@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Suzanne Grant</td>
<td>6409</td>
<td>MS5.G.11</td>
<td><a href="mailto:slgrant@waikato.ac.nz">slgrant@waikato.ac.nz</a></td>
<td>Assistant Lecturer</td>
</tr>
<tr>
<td>Dr Jarrod Haar</td>
<td>6572</td>
<td>MSB.4.01</td>
<td><a href="mailto:haar@waikato.ac.nz">haar@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Mark Harcourt</td>
<td>6097</td>
<td>MSB.4.12</td>
<td><a href="mailto:mark@waikato.ac.nz">mark@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mr Neil Harnisch</td>
<td>4431</td>
<td>MSB.4.45</td>
<td><a href="mailto:harnisch@waikato.ac.nz">harnisch@waikato.ac.nz</a></td>
<td>Teaching Fellow</td>
</tr>
<tr>
<td>AProf Maria Humphries</td>
<td>027 292 8809</td>
<td>MS5.G.13</td>
<td><a href="mailto:humphrphies@waikato.ac.nz">humphrphies@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mr Glyn Jones</td>
<td>8124</td>
<td>MSB.4.11</td>
<td><a href="mailto:jones@mngt.waikato.ac.nz">jones@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Jude Loughnan</td>
<td>4587</td>
<td>MSB.4.08</td>
<td><a href="mailto:judel@mngt.waikato.ac.nz">judel@mngt.waikato.ac.nz</a></td>
<td>Administrative Assistant</td>
</tr>
<tr>
<td>AProf Jens Mueller</td>
<td>4198</td>
<td>MSB.2.32</td>
<td><a href="mailto:m@usainfo.net">m@usainfo.net</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mrs Anca Ryan</td>
<td>6790</td>
<td>MS5.G.10</td>
<td><a href="mailto:ancaryan@waikato.ac.nz">ancaryan@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Ms Vesna Sedoglavich</td>
<td>6586</td>
<td>MS5.G.12</td>
<td><a href="mailto:vesna@waikato.ac.nz">vesna@waikato.ac.nz</a></td>
<td>Assistant Lecturer</td>
</tr>
<tr>
<td>Dr Paresha Sinha</td>
<td>4948</td>
<td>MSB.4.31</td>
<td><a href="mailto:psinha@mngt.waikato.ac.nz">psinha@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Linda Twiname</td>
<td>4694</td>
<td>MSB.4.04</td>
<td><a href="mailto:lindat@waikato.ac.nz">lindat@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
</tbody>
</table>

## Department of Strategy and Human Resource Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>AProf Michele Akoorie</td>
<td>8642</td>
<td>MSB.4.32</td>
<td><a href="mailto:mema@waikato.ac.nz">mema@waikato.ac.nz</a></td>
<td>Co-Chairperson / Associate Professor</td>
</tr>
<tr>
<td>Dr John Gilbert</td>
<td>8126</td>
<td>MSB.4.10</td>
<td><a href="mailto:jgilbert@waikato.ac.nz">jgilbert@waikato.ac.nz</a></td>
<td>Co-Chairperson / Senior Lecturer</td>
</tr>
<tr>
<td>AProf Kathryn Pavlovich</td>
<td>4837</td>
<td>MSB.4.33</td>
<td><a href="mailto:kpav@waikato.ac.nz">kpav@waikato.ac.nz</a></td>
<td>Co-Chairperson / Professor</td>
</tr>
<tr>
<td>Ms Bobbie Wisneski</td>
<td>4195</td>
<td>MSB.4.09</td>
<td><a href="mailto:bobbie@waikato.ac.nz">bobbie@waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Dr Marc H Anderson</td>
<td>4430</td>
<td>MSB.4.31</td>
<td><a href="mailto:mha@waikato.ac.nz">mha@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof James Barker</td>
<td>5022</td>
<td>MSB.4.26</td>
<td><a href="mailto:jbarker@mngt.waikato.ac.nz">jbarker@mngt.waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Steve Bowden</td>
<td>4472</td>
<td>MSB.4.34</td>
<td><a href="mailto:sbowden@waikato.ac.nz">sbowden@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Eva Collins</td>
<td>4083</td>
<td>MSB.4.39</td>
<td><a href="mailto:evacollin@waikato.ac.nz">evacollin@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Janet Davey</td>
<td>7909</td>
<td>MS5.G.02</td>
<td><a href="mailto:janetd@waikato.ac.nz">janetd@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr Suzette Dyer</td>
<td>8096</td>
<td>MS5.G.04</td>
<td><a href="mailto:sdyer@waikato.ac.nz">sdyer@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Jennifer Gibb</td>
<td>6057</td>
<td>MSB.4.40</td>
<td><a href="mailto:jennyg@waikato.ac.nz">jennyg@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Clive Gilson</td>
<td>4644</td>
<td>MSB.4.13</td>
<td><a href="mailto:gilson@waikato.ac.nz">gilson@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Suzanne Grant</td>
<td>6409</td>
<td>MS5.G.11</td>
<td><a href="mailto:slgrant@waikato.ac.nz">slgrant@waikato.ac.nz</a></td>
<td>Assistant Lecturer</td>
</tr>
<tr>
<td>Dr Jarrod Haar</td>
<td>6572</td>
<td>MSB.4.01</td>
<td><a href="mailto:haar@waikato.ac.nz">haar@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Prof Mark Harcourt</td>
<td>6097</td>
<td>MSB.4.12</td>
<td><a href="mailto:mark@waikato.ac.nz">mark@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Mr Neil Harnisch</td>
<td>4431</td>
<td>MSB.4.45</td>
<td><a href="mailto:harnisch@waikato.ac.nz">harnisch@waikato.ac.nz</a></td>
<td>Teaching Fellow</td>
</tr>
<tr>
<td>AProf Maria Humphries</td>
<td>027 292 8809</td>
<td>MS5.G.13</td>
<td><a href="mailto:humphrphies@waikato.ac.nz">humphrphies@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mr Glyn Jones</td>
<td>8124</td>
<td>MSB.4.11</td>
<td><a href="mailto:jones@mngt.waikato.ac.nz">jones@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Jude Loughnan</td>
<td>4587</td>
<td>MSB.4.08</td>
<td><a href="mailto:judel@mngt.waikato.ac.nz">judel@mngt.waikato.ac.nz</a></td>
<td>Administrative Assistant</td>
</tr>
<tr>
<td>AProf Jens Mueller</td>
<td>4198</td>
<td>MSB.2.32</td>
<td><a href="mailto:m@usainfo.net">m@usainfo.net</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Mrs Anca Ryan</td>
<td>6790</td>
<td>MS5.G.10</td>
<td><a href="mailto:ancaryan@waikato.ac.nz">ancaryan@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Ms Vesna Sedoglavich</td>
<td>6586</td>
<td>MS5.G.12</td>
<td><a href="mailto:vesna@waikato.ac.nz">vesna@waikato.ac.nz</a></td>
<td>Assistant Lecturer</td>
</tr>
<tr>
<td>Dr Paresha Sinha</td>
<td>4948</td>
<td>MSB.4.31</td>
<td><a href="mailto:psinha@mngt.waikato.ac.nz">psinha@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Linda Twiname</td>
<td>4694</td>
<td>MSB.4.04</td>
<td><a href="mailto:lindat@waikato.ac.nz">lindat@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
</tbody>
</table>
### Department of Tourism and Hospitality Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr Tim Lockyer</td>
<td>6321</td>
<td>MSB.3.41</td>
<td><a href="mailto:lockyer@waikato.ac.nz">lockyer@waikato.ac.nz</a></td>
<td>Chairperson / Graduate Convenor</td>
</tr>
<tr>
<td>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.15</td>
<td><a href="mailto:mfitzy@mgmt.waikato.ac.nz">mfitzy@mgmt.waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Ms Jenny Cave</td>
<td>6233</td>
<td>MSB.3.40</td>
<td><a href="mailto:cavej@waikato.ac.nz">cavej@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Prof Christine Lim</td>
<td>4299</td>
<td>MSB.3.34</td>
<td><a href="mailto:clim@waikato.ac.nz">clim@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>AProf Alison McIntosh</td>
<td>4962</td>
<td>MSB.2.29</td>
<td><a href="mailto:mcintosh@waikato.ac.nz">mcintosh@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Dr Asad Mohsin</td>
<td>5061</td>
<td>MSB.3.35</td>
<td><a href="mailto:amohsin@waikato.ac.nz">amohsin@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mr Charlie Panakera</td>
<td>4578</td>
<td>MSB.2.32</td>
<td><a href="mailto:csp@waikato.ac.nz">csp@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Mrs Leonie Pope</td>
<td>4045</td>
<td>MSB.2.15</td>
<td>l <a href="mailto:pope@waikato.ac.nz">pope@waikato.ac.nz</a></td>
<td>Assistant Administrator</td>
</tr>
<tr>
<td>Prof Christopher Ryan</td>
<td>4259</td>
<td>MSB.2.30</td>
<td><a href="mailto:caryan@waikato.ac.nz">caryan@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Ms Anne Zahra</td>
<td>5087</td>
<td>MSB.2.35</td>
<td><a href="mailto:annezahra@mgmt.waikato.ac.nz">annezahra@mgmt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
</tbody>
</table>

### The Centre for Corporate & Executive Education

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr John Tucker</td>
<td>4483</td>
<td>MSB.2.32E</td>
<td><a href="mailto:johnt@waikato.ac.nz">johnt@waikato.ac.nz</a></td>
<td>Director</td>
</tr>
<tr>
<td>Miss Emma Fox</td>
<td>4198</td>
<td>MSB.2.32J</td>
<td><a href="mailto:emmafox@waikato.ac.nz">emmafox@waikato.ac.nz</a></td>
<td>Centre Administrator</td>
</tr>
<tr>
<td>Pamela Bird</td>
<td>4317</td>
<td>MSB.2.32C</td>
<td><a href="mailto:pbird@waikato.ac.nz">pbird@waikato.ac.nz</a></td>
<td>Acting Associate Director Operations</td>
</tr>
<tr>
<td>Mrs Cathie Breeuwer</td>
<td>4677</td>
<td>MSB.2.32G</td>
<td><a href="mailto:cathieb@waikato.ac.nz">cathieb@waikato.ac.nz</a></td>
<td>Programme Coordinator</td>
</tr>
<tr>
<td>Mr Rob Douglas</td>
<td>4540</td>
<td>MSB.2.32I</td>
<td><a href="mailto:robd@waikato.ac.nz">robd@waikato.ac.nz</a></td>
<td>Associate Director</td>
</tr>
<tr>
<td>Mr Scott Gemmill</td>
<td>5030</td>
<td>MSB.2.31</td>
<td><a href="mailto:scottg@waikato.ac.nz">scottg@waikato.ac.nz</a></td>
<td>Manager Executive Short Courses</td>
</tr>
<tr>
<td>Mr Terry Hannett</td>
<td>5134</td>
<td>MSB.2.32G</td>
<td><a href="mailto:terry@waikato.ac.nz">terry@waikato.ac.nz</a></td>
<td>Programme Co-ordinator</td>
</tr>
<tr>
<td>Miss Debbie Nisbet</td>
<td>4714</td>
<td>MSB.2.33</td>
<td><a href="mailto:mdp@waikato.ac.nz">mdp@waikato.ac.nz</a></td>
<td>Programme Co-ordinator - MDP</td>
</tr>
<tr>
<td>Miss Debbie Roberts</td>
<td>4014</td>
<td>MSB.2.32D</td>
<td><a href="mailto:drobotw@waikato.ac.nz">drobotw@waikato.ac.nz</a></td>
<td>Projects and Communication Manager</td>
</tr>
<tr>
<td>Mr Robin Slade</td>
<td>4873</td>
<td>MSB.2.33</td>
<td><a href="mailto:r.slate@waikato.ac.nz">r.slate@waikato.ac.nz</a></td>
<td>Programme Co-ordinator - Course Dev</td>
</tr>
<tr>
<td>Mrs Colleen Slater</td>
<td>4014</td>
<td>MSB.2.32D</td>
<td><a href="mailto:colleens@waikato.ac.nz">colleens@waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Ms Heather Westerby</td>
<td>4607</td>
<td>MSB.2.32B</td>
<td><a href="mailto:hew@waikato.ac.nz">hew@waikato.ac.nz</a></td>
<td>Programme Coordinator - Course Dev</td>
</tr>
<tr>
<td>Mrs Billy Williamson</td>
<td>4482</td>
<td>MSB.2.32B</td>
<td><a href="mailto:billyw@waikato.ac.nz">billyw@waikato.ac.nz</a></td>
<td>Programme Co-ordinator - Course Dev</td>
</tr>
</tbody>
</table>

### Dean's Office

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr Neil Harnisch</td>
<td>4431</td>
<td>MSB.4.45</td>
<td><a href="mailto:harnisch@waikato.ac.nz">harnisch@waikato.ac.nz</a></td>
<td>School Facilities Manager</td>
</tr>
<tr>
<td>Mrs Jaki Heta</td>
<td>5003</td>
<td>MSB.2.01</td>
<td><a href="mailto:hetaj@waikato.ac.nz">hetaj@waikato.ac.nz</a></td>
<td>Personal Assistant</td>
</tr>
<tr>
<td>Janice Johnson</td>
<td>4077</td>
<td>MSB.2.37</td>
<td><a href="mailto:janicej@waikato.ac.nz">janicej@waikato.ac.nz</a></td>
<td>Academic Administrator</td>
</tr>
<tr>
<td>Prof Michael Pratt</td>
<td>4128</td>
<td>MSB.2.03</td>
<td><a href="mailto:mngtmike@waikato.ac.nz">mngtmike@waikato.ac.nz</a></td>
<td>Professor of Management</td>
</tr>
<tr>
<td>Mrs Kama Scutts</td>
<td>7878</td>
<td>MSB.2.11</td>
<td><a href="mailto:kama@waikato.ac.nz">kama@waikato.ac.nz</a></td>
<td>Business Development Analyst</td>
</tr>
<tr>
<td>AProf John Tressler</td>
<td>4314</td>
<td>MSB.2.36</td>
<td><a href="mailto:tressler@waikato.ac.nz">tressler@waikato.ac.nz</a></td>
<td>Associate Dean Academic</td>
</tr>
<tr>
<td>Ms Dorothy Wales</td>
<td>8135</td>
<td>MSB.2.10</td>
<td><a href="mailto:dwales@waikato.ac.nz">dwales@waikato.ac.nz</a></td>
<td>Director Business Services</td>
</tr>
<tr>
<td>Mrs Rachel Williams</td>
<td>4669</td>
<td>MSB.2.28</td>
<td><a href="mailto:rachel@waikato.ac.nz">rachel@waikato.ac.nz</a></td>
<td>Manager Academic Accreditation</td>
</tr>
</tbody>
</table>
### Communications Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr Duke Boon</td>
<td>6235</td>
<td>MS1.G.02A</td>
<td><a href="mailto:dukecas@waikato.ac.nz">dukecas@waikato.ac.nz</a></td>
<td>Māori Consultant</td>
</tr>
<tr>
<td>Ms Noelene Cole</td>
<td>4477</td>
<td>MSB.2.05</td>
<td><a href="mailto:ncole@mngt.waikato.ac.nz">ncole@mngt.waikato.ac.nz</a></td>
<td>Information Centre Administrator</td>
</tr>
<tr>
<td>Angie Knox</td>
<td>5014</td>
<td>OP33.G.02</td>
<td><a href="mailto:angiek@waikato.ac.nz">angiek@waikato.ac.nz</a></td>
<td>Media Relations Manager</td>
</tr>
<tr>
<td>Sarah Knox</td>
<td>5013</td>
<td>MSB.2.04</td>
<td><a href="mailto:sknox@waikato.ac.nz">sknox@waikato.ac.nz</a></td>
<td>Executive Director PR &amp; Marketing</td>
</tr>
<tr>
<td>Mr Julian Law</td>
<td>4994</td>
<td>OP33.G.04</td>
<td><a href="mailto:jlaw@waikato.ac.nz">jlaw@waikato.ac.nz</a></td>
<td>Secondary School Consultant</td>
</tr>
<tr>
<td>Mr Steven Perdia</td>
<td>4676</td>
<td>MSB.3.38K</td>
<td><a href="mailto:perdia@mngt.waikato.ac.nz">perdia@mngt.waikato.ac.nz</a></td>
<td>Business Relations Manager</td>
</tr>
<tr>
<td>Rachael Quinn</td>
<td>4943</td>
<td>OP33.G.05</td>
<td><a href="mailto:rachaelq@waikato.ac.nz">rachaelq@waikato.ac.nz</a></td>
<td>PR and Marketing Consultant</td>
</tr>
<tr>
<td>Alison Robertson</td>
<td>5135</td>
<td>OP33.G.02</td>
<td><a href="mailto:alisonr@waikato.ac.nz">alisonr@waikato.ac.nz</a></td>
<td>Media Relations Executive</td>
</tr>
</tbody>
</table>

### Information Technology Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr Layton Aplin</td>
<td>4616</td>
<td>MSB.3.19</td>
<td><a href="mailto:layton@waikato.ac.nz">layton@waikato.ac.nz</a></td>
<td>Network Systems Analyst/Programmer</td>
</tr>
<tr>
<td>Mr Shane Booker</td>
<td>6835</td>
<td>OP34.G.03</td>
<td><a href="mailto:sbooker@mngt.waikato.ac.nz">sbooker@mngt.waikato.ac.nz</a></td>
<td>Internet Systems Programmer-Developer</td>
</tr>
<tr>
<td>Mr Richard Chen</td>
<td>6018</td>
<td>OP34.G.05</td>
<td><a href="mailto:rchen@waikato.ac.nz">rchen@waikato.ac.nz</a></td>
<td>Web Developer</td>
</tr>
<tr>
<td>Mr John Creek</td>
<td>4614</td>
<td>MSB.3.18</td>
<td><a href="mailto:ccc_jc@waikato.ac.nz">ccc_jc@waikato.ac.nz</a></td>
<td>Executive Director Information Technology</td>
</tr>
<tr>
<td>Mr Andrew Gera</td>
<td>4615</td>
<td>MSB.3.20</td>
<td><a href="mailto:nub@waikato.ac.nz">nub@waikato.ac.nz</a></td>
<td>Support Team Leader</td>
</tr>
<tr>
<td>Mr Hamish Hamilton</td>
<td>8246</td>
<td>MSB.3.22</td>
<td><a href="mailto:hamishh@waikato.ac.nz">hamishh@waikato.ac.nz</a></td>
<td>Computer Consultant</td>
</tr>
<tr>
<td>Mr Christian Hegglun</td>
<td>4780</td>
<td>OP34.G.04</td>
<td><a href="mailto:chegglun@waikato.ac.nz">chegglun@waikato.ac.nz</a></td>
<td>Web Programmer</td>
</tr>
<tr>
<td>Mrs Cathy Horrocks</td>
<td>6009</td>
<td>MSB.3.25</td>
<td><a href="mailto:horrocks@waikato.ac.nz">horrocks@waikato.ac.nz</a></td>
<td>Knowledge Manager</td>
</tr>
<tr>
<td>Mr John Hunter</td>
<td>4078</td>
<td>OP34.G.06</td>
<td><a href="mailto:jshunter@waikato.ac.nz">jshunter@waikato.ac.nz</a></td>
<td>Database Analyst/Programmer</td>
</tr>
<tr>
<td>Mrs Wendy Manders</td>
<td>4113</td>
<td>MS6.G.07</td>
<td><a href="mailto:wam@waikato.ac.nz">wam@waikato.ac.nz</a></td>
<td>IT Lab Manager E-learning Support &amp; Admin</td>
</tr>
<tr>
<td>Ms Jayne McDonald</td>
<td>8949</td>
<td>MSB.3.22</td>
<td><a href="mailto:jaynem@waikato.ac.nz">jaynem@waikato.ac.nz</a></td>
<td>Computer Support Person</td>
</tr>
<tr>
<td>Mr Myles McInnes</td>
<td>6099</td>
<td>OP34.G.02</td>
<td><a href="mailto:myles@mngt.waikato.ac.nz">myles@mngt.waikato.ac.nz</a></td>
<td>Web Multimedia Designer</td>
</tr>
<tr>
<td>Mrs Brenda Simmons</td>
<td>8136</td>
<td>MSB.3.22</td>
<td><a href="mailto:brendas@waikato.ac.nz">brendas@waikato.ac.nz</a></td>
<td>Help Desk Supervisor</td>
</tr>
<tr>
<td>Ms Monica Van Oostrom</td>
<td>8950</td>
<td>MSB.3.17</td>
<td><a href="mailto:monica@waikato.ac.nz">monica@waikato.ac.nz</a></td>
<td>Assistant Director Information Technology</td>
</tr>
</tbody>
</table>

### Management Research Centre

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr Mike Artinian</td>
<td>4186</td>
<td>OP32.G.04</td>
<td><a href="mailto:artinian@mngt.waikato.ac.nz">artinian@mngt.waikato.ac.nz</a></td>
<td>MRC Manager</td>
</tr>
<tr>
<td>Miss Katie Laurence</td>
<td>4013</td>
<td>OP32.G.01</td>
<td><a href="mailto:katiel@waikato.ac.nz">katiel@waikato.ac.nz</a></td>
<td>MRC Coordinator/Administrator</td>
</tr>
<tr>
<td>Mr Paul Meharry</td>
<td>8114</td>
<td>OP32.G.03</td>
<td><a href="mailto:meharry@waikato.ac.nz">meharry@waikato.ac.nz</a></td>
<td>Business Research Analyst</td>
</tr>
<tr>
<td>Mr Ryan Thomsen</td>
<td>4689</td>
<td>OP32.G.05</td>
<td><a href="mailto:ryan@waikato.ac.nz">ryan@waikato.ac.nz</a></td>
<td>Business Research Analyst</td>
</tr>
</tbody>
</table>

### Research Office

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof Delwyn Clark</td>
<td>4594</td>
<td>MSB.2.07</td>
<td><a href="mailto:dnclark@waikato.ac.nz">dnclark@waikato.ac.nz</a></td>
<td>Associate Dean Research</td>
</tr>
<tr>
<td>Ms Amanda Sircombe</td>
<td>4376</td>
<td>MSB.2.34</td>
<td><a href="mailto:amandas@waikato.ac.nz">amandas@waikato.ac.nz</a></td>
<td>Research Manager</td>
</tr>
</tbody>
</table>

### WMS International Programme

<table>
<thead>
<tr>
<th>Name</th>
<th>Extension</th>
<th>Room</th>
<th>Email</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ms Mulan</td>
<td>5051</td>
<td>MSB.2.09</td>
<td><a href="mailto:mulan@waikato.ac.nz">mulan@waikato.ac.nz</a></td>
<td>Manager, International Partnership Programmes</td>
</tr>
<tr>
<td>Dr Ed Weymes</td>
<td>4842</td>
<td>MSB.2.08</td>
<td><a href="mailto:weymesed@waikato.ac.nz">weymesed@waikato.ac.nz</a></td>
<td>Associate Dean International</td>
</tr>
</tbody>
</table>