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» Degree planning
» Student orientation
» Academic support for students
» Employment and scholarship notice board
» Assignment hand-in and collection place
» Copying facilities
» Space for group and individual work, including several student computers
» Language and Learning Development support
» Student mentors
» Support for Tauranga Campus based students

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Contact Details

MANAGEMENT STUDENT CENTRE
Waikato Management School, The University of Waikato
Private Bag 3105, Hamilton 3240, New Zealand
Phone: +64 7 838 4303
Fax: +64 7 838 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
## Teaching and Assessment Periods 2010

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| 1 | 4 January | University closed, reopens 5 January  
Summer School starts |
| 2 | 11 January | |
| 3 | 18 January | |
| 4 | 25 January | |
| 5 | 1 February | Auckland Anniversary Day 1 February  
Waitangi Day 6 February |
| 6 | 8 February | |
| 7 | 15 February | Summer School Examinations  
Enrolment |
| 8 | 22 February | Summer School Examinations  
Enrolment |
| **A SEMESTER** | | |
| 9 | 1 March | **A Semester starts** |
| 10 | 8 March | |
| 11 | 15 March | |
| 12 | 22 March | |
| 13 | 29 March | Good Friday April 2 |
| 14 | 5 April | Teaching Recess  
Easter Monday and Holiday 5-6 April  
Tauranga Graduation 9 April |
| 15 | 12 April | Teaching Recess  
Marae Graduation 16 April |
| 16 | 19 April | A Semester continues  
Kingitanga Day 21 April  
Anzac Day 25 April |
| 17 | 26 April | |
| 18 | 3 May | Graduation 5 May |
| 19 | 10 May | |
| 20 | 17 May | |
| 21 | 24 May | |
| 22 | 31 May | |
| 23 | 7 June | Study Week  
Queen’s Birthday observed 7 June |
<p>| 24 | 14 June | Examinations |
| 25 | 21 June | Examinations |
| 26 | 28 June | Teaching Recess |
| 27 | 5 July | Enrolment |</p>
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If you have any suggestions to improve future editions of this handbook, please email them to pr@mngt.waikato.ac.nz
Waikato Management School stands out because we have heart and use it to drive our commitment to sustainable business success.

Sustainable business is about participating in a global economy while preserving the environment, cultural values and community identities where we work. Our teaching embraces sustainability and exposes students to leading edge education, research and business practice.

Our students go on to become leaders in the public and private sectors, graduating with essential business skills and knowledge and with the ability to think critically and carefully and to act responsibly and ethically.

WHAT SETS US APART?

Excellence

Research Rankings
Waikato Management School has a strong track record of generating world leading research. The most recent (2007) national tertiary research evaluations confirmed Waikato Management School as the leading research based management school in “Accounting and Finance, Management, Human Resources, Industrial Relations, International Business and Other Business”. These subjects represent the large majority of business education research activity in New Zealand.

Triple Crown Accreditation
Waikato Management School is a member of an elite group of business schools that have earned “Triple Crown” status – an international acknowledgement of excellence in business education. We’re accredited by AACSB (The United States based Association to Advance Collegiate Schools of Business) – the world’s longest established assessor of business education, EQUIS (The European Quality Improvement System) and AMBA (The Association of MBAs). Only one percent of the world’s business schools have met the strict standards of all three accreditation bodies.

Practice Relevance
Waikato Management School is committed to ensuring all students receive a research-led, practice relevant education. The skills and curiosity of our students are developed through an education philosophy that promotes independent thinking and collaborative work. Because our faculty are active researchers, students are exposed to fresh ideas, emerging theory and real-world, real-time business cases.

Distinction
We are distinct because our purpose is clear. We recognise that long-term business success depends not just on profit, but on responsiveness to resource, social and environmental issues. Sustainable business is at the core of our purpose and our goal is to become a world renowned leading Australasian business school in this area. Waikato Management School was the first Australasian business school to be accepted into the European Academy of Business in Society (EABIS) and we are a founding member of the Asia Pacific Academy of Business in Society (APABIS).
International Connectivity

We have alliances with a number of international universities and our faculty are drawn from the best universities around the world. As a global business school competing in a global market for education and research, our focus is both international and national. We play a significant role on the international scene through world leading research, strong links to multinational companies and major universities, and by providing education that equips students for the global business environment. Our faculty bring the rich experience gained through international research and consulting connections to their teaching. Our student body is truly multinational; international students come from more than 40 countries to study with us and make up a fifth of our student body.

Student Exchanges

Students enrolled at Waikato Management School have opportunities to participate in the student exchange programme, which allows them to study for one or two semesters in one of the University’s partner institutions overseas and credit the courses back to their Waikato degree. We also offer 10 exchange scholarships each year, based on academic merit, for domestic students to participate in the outbound exchange programme. Students participating in this programme benefit from the increased international experience and international network, which prepares them to become outstanding global citizens. For more information on study abroad contact Waikato International on +64 7 838 4439, email international@waikato.ac.nz or view their website www.waikato.ac.nz/international

Experience

Waikato Management School strives to offer an outstanding experience to all stakeholders. Students are supported by an extensive range of services aimed to ensure their learning and social experience is enjoyable and successful. The School is well resourced, modern, and has high quality computing facilities. Our faculty members have joined us from the best universities in the world and are our biggest asset.
STUDENT SUPPORT

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» Language and Learning Development support
» Student mentors
» Support for Tauranga Campus based students

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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 at MSC you will need to make an appointment with them online via MyWeb™ MSC Bookings or at the MSC front counter.

Tauranga Students
Programme advice is also available for Tauranga based students. MSC Staff visit the Tauranga campus (Bongard Centre) on a regular basis during term time. Current students can book an appointment online via MyWeb™, MSC Bookings, Tauranga Programme Advice. For any queries please contact MSC on msc@waikato.ac.nz or phone +64 7 838 4303.

WMS Māori Mentors – Ngā Kaiārahi Mātauranga
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 kōrero 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 issue, including:
» Academic support for your papers
» Dealing with academic departments, lecturers and tutorials
» Resources and study tips
» Whanau and money issues
» Links to Māori support services and networks
» Exam and test preparation

Māori mentors are available every week day on a part time basis. The mentor timetable is on the Mentor office door in MSC.

MAKE AN APPOINTMENT VIA THE MSC BOOKING SYSTEM OR DROP BY FOR A KORERO.
Location: Room G.03B in the Management Student Centre (MSC)
Phone: +64 7 838 4466 extn 7918
Email: maorimentors@waikato.ac.nz
Website: www.waikato.ac.nz/tautoko

Language and Learning Development
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 free 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. Their 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:

» A marked assignment, with the marking schedule/guidelines and any notes/comments from your lecturer/tutor; or
» The outline plan for an assignment which has not yet been submitted and marked, with the assignment guidelines; or
» 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 link 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 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.
SCHOLARSHIPS, PRIZES AND AWARDS

SCHOLARSHIPS

Do you have what it takes to win a scholarship? Check out details below and see if you can apply.

Most of the scholarships listed below are especially for Waikato Management School students however, you may also be eligible for other scholarships not listed below. Scholarships are administered by the University of Waikato Scholarships Office and a website is available that provides information about the office, a list of current scholarships, full regulations and applications forms. Visit: www.waikato.ac.nz/research/scholarships for the home page and click on the Application Forms link to find a comprehensive list of available scholarships and full details of the regulations.

Contact Details
The University of Waikato Scholarships Office welcomes students who want more information on available scholarships and how to apply.

CONTACT THE SCHOLARSHIPS OFFICE
Phone: +64 7 838 4964 or +64 7 858 5195
Email: scholarships@waikato.ac.nz
Website: www.waikato.ac.nz/research/scholarships

Note: Not all scholarships and grants will necessarily be awarded in any given year. Please also note that all of the scholarships listed below are subject to change.

ENTRANCE SCHOLARSHIPS

Entrance scholarships are specifically for students who will be in their first year of study at Waikato Management School – those listed below are only available to New Zealand citizens or permanent residents.

Bartlett Scholarship
This scholarship was established in 2000 in memory of John Bartlett of Hamilton.
» You need to be a full-time student.
» You need to be taking at least one paper in accounting.
» Awarded annually to a school leaver on the basis of academic excellence and financial need.
» Has a value of up to $1,500.
» Applications close in March for awarding in the current year.

Brian Smith Memorial Entrance Scholarship
The Brian Smith Memorial Entrance Scholarship was established in 1999 by Waikato Management School in memory of Professor Brian Smith who was Director of Undergraduate Studies from 1991 to 1998.
» You need to be a full-time student.
» Two scholarships awarded annually on the basis of academic merit and character; general all-round achievement and community involvement; and financial need.
» Has a value of $1,800.
» Applications close in March for awarding in the current year.

www.management.ac.nz
Perry Foundation Brian Perry Business Management Scholarship
The Perry Foundation Brian Perry Business Management Scholarship recognises well-rounded students with demonstrated academic excellence.

» You need to be enrolled in a Waikato Management School bachelors degree.

» Up to two scholarships awarded annually to school leavers on the basis of academic ability, though leadership potential, team involvement, sporting interests and community involvement will also be considered.

» Has a value of $2,500.

» Applications close in March for awarding in the current year.

School Leavers Scholarships

» You need to have attended secondary school in the previous year to enrolling at Waikato University for the first time.

» You need to have achieved New Zealand University Entrance and gained at least 60 credits at NCEA Level 3 or 4 in three or four approved subjects, with at least 14 credits in each of those subjects; or

» Alternatively you need to have achieved the equivalent of University Entrance (including the numeracy and literacy requirements) through the Cambridge International Examinations (CIE) and have achieved 150 points on the Universities & College Admissions Service (UCAS) tariff in three or four subjects equivalent to the New Zealand Qualifications Authority (NZQA)-approved subjects, with at least 30 points in each subject.

» There is no limit on the number of scholarships awarded.

» Has a value of $3,000 and can be used for either tuition fees or Halls of Residence accommodation costs.

» You do not need to apply as your eligibility is automatically assessed.

Plus One School Leaver Scholarships

These scholarships are offered by the University of Waikato to recognise academic excellence in students who are not eligible to receive a School Leaver Scholarship (above), either because they have completed the International Baccalaureate or equivalent examinations, or have taken a gap year before enrolling at The University of Waikato.

» You need to be a full-time student.

» Up to 20 scholarships awarded annually on a contestable basis.

» Has a value of $3,000 and can be used for either tuition fees or Halls of Residence accommodation costs.

» Application dates vary but normally close in February for awarding in the current year.
SCHOLARSHIPS, PRIZES AND AWARDS

UNDERGRADUATE, GRADUATE AND POSTGRADUATE SCHOLARSHIPS

All undergraduate, graduate and postgraduate scholarships listed below are available to New Zealand citizens or permanent residents only. However, the Bren Low Memorial Scholarship, Brian Smith Memorial 499/599 Scholarship and the Cayne Dunnett Memorial Scholarship are also available to International Students.

Bren Low Memorial Scholarship

The Bren Low Memorial Scholarship was established in 1993 by the Bren Low Memorial Trust. The purpose of the award is to encourage students to study in the area of public relations.

» You need to be a full-time student with a major in either public relations or management communication.

» You need to be enrolling in your final year for the BCS or BMS.

» You need to have excellent written and verbal communication skills and have shown good overall academic performance.

» You need to be enrolled in, or have completed, at least two of the following papers: MCOM233, MCOM235, MCOM237, MCOM333 or MCOM335.

» Awarded annually and has a value of up to $4,000.

» Applications close in August.

Brian Smith Memorial 499/599 Scholarship

The Brian Smith Memorial 499/599 Scholarship was established in 1999 by the Waikato Management School in memory of Professor B. V. Smith, Director of Undergraduate Studies from 1991 to 1998.

» You must be enrolled in the BMS or BMS(Hons) and be enrolling in a 499 or 599 paper.

» Awarded twice annually on the basis of academic merit and personal character and on the basis of the academic merit and practical significance of the proposed investigation.

» Has a value of $1,500.

» Applications will close in March and August for awarding in the current year.

Cayne Dunnett Memorial Scholarship

This Scholarship was established in 2006 in memory of Cayne Dunnett, a Bank of New Zealand employee who joined the bank in December 1994 after completing a BMS(1st Class Hons).

» You need to be enrolling in your final year of the BMS.

» Awarded annually on the basis of academic merit, sporting and cultural achievements and contribution to the community.

» The recipient will receive the chance to undertake up to two months of sponsored summer holiday 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 holiday work, if the candidate is employed in a full-time role within BNZ markets, a one-off grant of $10,000 will be made towards paying off that student’s Loan.

» Applications close in October.
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 (PGDip(MgtSt)).

» You must have a minimum of five years of relevant work experience.
» You must own, or be employed by, a business or organisation that is a member of the Tauranga Chamber of Commerce.
» You must have the support of your employer.
» You must have a tertiary or relevant professional qualification (this may be waived).
» You must not be currently enrolled in the PGDip(MgtSt).
» Awarded annually on the basis of past academic performance, contribution to business and the community, management experience, and leadership potential.
» Has a value of the equivalent to one year’s fees of a two year PGDip(MgtSt) programme in Tauranga paid over two years.
» The successful candidate will be expected to complete the PGDip(MgtSt) programme.
» Applications close each year in September.

First NZ Capital Scholarship in Finance and Economics
This scholarship was established in 1998 by First NZ Capital to encourage and support students in the study of finance and economics. First NZ Capital is one of New Zealand's leading investment banks. This scholarship is also available for graduate students.

» You must be a full-time student.
» You must have completed at least one second year finance or economics paper, and be enrolled in further finance and/or economics papers in the year of tenure.
» Awarded annually on the basis of academic merit; aptitude in finance or economics; character and general business knowledge; and prospects for making a contribution to the finance profession in New Zealand.
» Has a value of $2,000.
» Applications close in March for awarding in the current 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.

» You must be enrolled in a postgraduate research based Honours, Masters or PhD qualification.
» Your research topic must be in an area of Human Resources that is likely to have a practical interest or application in New Zealand (preference will be given to strategic Human Resource topics).
» Awarded annually on the basis of academic achievement; interest in, and potential for a career in HR or HR academia; and relevance of the research to New Zealand organisations.
» Has a value of $3000 paid in two equal instalments, plus two years complimentary membership of the Institute (HRINZ) for the year of tenure and the year following tenure.
» Applications close in October of each year.

SCHOLARSHIPS, PRIZES AND AWARDS
Scholarships, Prizes and Awards

Postgraduate Fees Scholarship in Social Enterprise
This scholarship was established to assist with capacity building of the not-for-profit sector, the Tindall Foundation has made available funds to support the enrolment of students in graduate programmes in Social Enterprise.

» You must be enrolled in a Postgraduate Diploma, Master of Management Studies or PhD and have Social Enterprise as your subject.
» Awarded in A and B Semester and/or Summer School on the basis of academic merit, applicants involvement (or intended involvement) with a not-for-profit organisation, and the benefits of the applicant’s proposed programme of study to this organisation, or to the community sector in general.
» The value of the award varies, but will consist of a contribution towards the recipient’s fees.
» Applications close in February, June and November.

PricewaterhouseCoopers Masters Scholarship
This scholarship has been established by PricewaterhouseCoopers to assist a student to undertake Masters level research in a business relevant topic in the areas of accounting, finance or economics at Waikato Management School. You must have achieved a minimum A- grade average in the last two semesters of study.

» You must have majored in Accounting, Economics or Finance.
» You must enrol in the Master of Management Studies and choose either Accounting, Applied Economics or Finance, Economics, or Finance as your subject.
» Awarded annually on the basis of past academic performance, academic quality of the proposed research, perceived benefits of the research to business, and leadership potential.
» Has a value of $20,000 paid in two equal instalments.
» Applications close in 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 (PGDip(MgtSt)). 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.

» You must have a minimum of five years of relevant work experience.
» You must own, or be employed by, a business or organisation that is a member Priority One.
» You must have the support of your employer.
» You must have a tertiary or relevant professional qualification (this may be waived).
» You must not be currently enrolled in the PGDip(MgtSt).
» Awarded annually on the basis of past academic performance, contribution to business and the community, management experience, and leadership potential.
» Has a value of the equivalent to one year’s fees of a two year PGDip(MgtSt) programme in Tauranga paid over two years.
» The successful candidate will be expected to complete the PGDip(MgtSt) programme.
» Applications close each year in October.
The Waikato MBM Scholarship
This scholarship was established in 2009 to assist an international participant with living expenses while studying the full-time Master of Business and Management programme (MBM).

» You must be enrolled as an international student and retain this status for the duration of the programme.
» The successful candidate will be expected to complete the 15-month programme of full-time study.
» Will be awarded to the one participant who has achieved the highest GPA at the end of Part I of the programme and is enrolled in Part II of the programme.
» Has a value of NZD 10,000. $5,000 will be paid at the commencement of Part II and the remaining $5,000 will be paid half way through Part II of the MBM programme.
» There is no need to apply for this scholarship as all international students who apply to enrol for the first time in the full-time MBM will be considered.

Waikato Chamber of Commerce Business Scholarship
This scholarship has been established for the benefit of members or employees of members of the Waikato Chamber of Commerce to assist a participant to undertake study in either the Postgraduate Diploma in Management Studies PGDip(MgtSt) (evening programme) or Part 1 of the Waikato Master of Business Administration (MBA).

» You must have a minimum of five years relevant work experience.
» You must own, or be employed by, a business or organisation that is a member of the Waikato Chamber of Commerce.
» You must have the support of your employer.
» You must have a tertiary or relevant professional qualification (this may be waived).
» You must not be currently enrolled in the PGDip(MgtSt).
» Awarded annually on the basis of past academic performance, contribution to business and the community, management experience and leadership potential.
» Has a value of the equivalent to half of the total programme fees and will be credited to the recipient’s fees account at the University of Waikato.
» The successful candidate will be expected to complete the PGDip(MgtSt) programme.
» Applications close in November.

WMS International Exchange Scholarships
These scholarships have been established to enhance awareness and foster interest in exchange programmes offered by the University of Waikato.

» You must be a full-time student.
» You must have completed at least one year of study and be eligible to apply for an exchange programme.
» You must have been accepted into a University of Waikato exchange programme.
» You must have applied to a recommended institution.
» Up to ten scholarships awarded each year for exchanges in A Semester and B Semester and are offered on the basis of; academic performance, perceived benefits of the exchange programme, and reasons for choosing a particular institution/country.
» Has a value of $2,500 for exchange programmes in Europe, $2,000 for exchange programmes in USA, Canada and Mexico, and $1,500 for exchange programmes in Asia.
» Applications usually close in August for A Semester exchanges and March for B Semester exchanges.
Scholarships, Prizes and Awards

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, instead 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

Association of Chartered Certified Accountants Prize in Accounting for Management to be awarded to the group achieving the highest mark for the compulsory Company Project each semester in ACCT101 Accounting for Management, and has a value of $400.

Association of Chartered Certified Accountants Prize in Intermediate Financial Accounting is awarded to the top student of the year in the paper ACCT202 Intermediate Financial Accounting and has a value of $500.

Association of Chartered Certified Accountants Prize in Organisations and Society is awarded to the top student of the year in the paper ACCT412 Organisations and Society and has a value of $700.

CCH Advanced Taxation Prize is awarded to the top student of the year in ACCT451 and the prize is a selection of CCH New Zealand books to the value of $500.

Chartered Secretaries of New Zealand Prize in Business Law is awarded to the top student of the year in the paper ACCT322 Law of Business Enterprises and has a value of $500.00.

Chartered Secretaries of New Zealand Prize in Business Law Research is awarded to the student with the highest marks for the compulsory essay on corporate governance in the paper ACCT422 Law of Business Enterprises and has a 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.

Ian Beattie Prize in Taxation is awarded to the top student of the year in the paper ACCT351 Taxation and has a value of $250.

Jerry Rickman Prize in International Taxation is awarded to the top student of the year in the paper ACCT551 International Tax Strategies and has a value of $250.

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 Intermediate 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 Management Accounting is awarded to the top student of the year in the paper ACCT431 Management Accounting and has a value of $500.00.

PricewaterhouseCoopers Prize in Financial Accounting is awarded to the top student of the year in ACCT302 Financial Accounting and has a value of $1000.
PricewaterhouseCoopers Prize in Accounting Information Technology & 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.

Staples Rodway Award is offered 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 ECON100 Business Economics and the New Zealand Economy 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 ECON202 Microeconomics and Business Economics 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 E-Business Management. 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 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.
SCHOLARSHIPS, PRIZES AND AWARDS

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.

Human Resources Institute of New Zealand Prize is awarded to the top graduating Human Resource student within New Zealand. The prize has a value of $500 plus one year’s free general membership of HRINZ.

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.

AWARDS

Dean’s Medal for Academic Excellence

The prestigious Dean’s Medal was established in 2007 to recognise students who had achieved academic excellence over a programme of study at Waikato Management School.

There is no requirement or provision for students to apply for this award though all students who have completed their qualification will be considered. Recipients are normally presented their medals at an annual prize giving event.

Dean’s Letter

The Dean’s letter was introduced in 2005 to recognise the academic achievement of top students over a calendar year.

The regulations include that students must have:

» Been enrolled in a WMS qualification including conjoint degrees, and for a WMS major in a qualification offered jointly with another school.

» Completed a minimum of 60 points in WMS papers and achieved a minimum GPA of 8.

There is no requirement or provision for students to apply for this award though all students that meet the full regulation requirements will be automatically considered. Letters are normally posted at the end of the year.
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 www.waikato.ac.nz/research/scholarships/pdf/Ted%20Zorn%202005.pdf

The prize is a cash award of $1000 and a suitably inscribed certificate.
ADMISSION INFORMATION

Admission Statute

The University of Waikato Admission Statute provides detailed admission information regarding University Entrance, Discretionary Entrance, Special Admission, admission at entrance level or with credit from previous study and English Language requirements. The Admission Statute is applicable for both domestic and international students and can be found in the University of Waikato Calendar or online at http://calendar.waikato.ac.nz/admission/admissionstatute.html

University Entrance Requirements

A list of approved subjects and specifics of the literacy and numeracy requirements can be found online at www.nzqa.govt.nz/ncea/acrp/secondary/6/62.html

<table>
<thead>
<tr>
<th>NCEA LEVEL 3 (OR HIGHER) REQUIREMENTS</th>
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<tbody>
<tr>
<td>14 credits in an approved subject</td>
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<table>
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<tr>
<th>LITERACY AND NUMERACY REQUIREMENTS</th>
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<tbody>
<tr>
<td>14 credits at Level 1 or higher in Maths/Pangarau</td>
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</table>

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 of Waikato Calendar for full details.
INTERNATIONAL STUDENTS

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

Graduate Qualifications
All international students applying for entry to a graduate qualification must have the equivalent of a New Zealand bachelors 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.

English Language Requirements
Applicants whose first language is not English are required to provide satisfactory evidence of English language proficiency, generally in the form of an IELTS or TOEFL examination score.

For entry into undergraduate study either: IELTS with 6.0 overall score and no less and 6.0 in any band; or Paper-based TOEFL with an overall score of 550 and a test of written English (TWE) score of no less than 5.0; or, Computer-based TOEFL score with 213 overall and an essay score of 4.5, is required.

Undergraduate international students seeking admission to Waikato Management School via the Pathways College will be accepted on the basis of a ‘B’ grade average at Level 7 of the Certificate of Attainment in English Language. Please note that students must have clear passing grades on each band.

For entry into graduate and postgraduate study either: IELTS with 6.5 overall score and no less and 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 no less than 5.0 is required.

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.

Credit 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 programme. To apply for credit, all you need to do is tick a box on the Application to Enrol form 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.
PLANNING YOUR STUDY

Understanding Paper Codes

Paper codes contain information about the subject, level and timing of the paper. For example the paper **FINA311-10A (HAM)** can be broken down as shown.

FINA  
This is the subject code, in this case accounting

3  
This is the level of the paper, in this case 300 level

11  
and its unique identifier, in this case 11

10  
The year it is taught, in this case 2010

A  
This is the semester indicator that tells you in which period of

the year the paper is taught; in this case Semester A.

Other indicators include:

S = Summer School (January-February)

A = First semester (February-June)

B = Second semester (July-November)

T = Summer School 2 (November-December)

Y = Year (February to November)

C, D, E etc = Papers taught in periods which do not correspond

with the normal semester or full year periods.

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

Other indicators include:

TGA = Tauranga

NET = Internet

SUBJECT CODES

<table>
<thead>
<tr>
<th>Subject Code</th>
<th>Subject Name</th>
<th>Subject Code</th>
<th>Subject Name</th>
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<tr>
<td>ACCT</td>
<td>Accounting</td>
<td>MKTG</td>
<td>Marketing</td>
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<td>Agribusiness</td>
<td>MNGT</td>
<td>Management</td>
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<tr>
<td>BFAL</td>
<td>Business Futures and Leadership</td>
<td>MSUS</td>
<td>Management and Sustainability</td>
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<td>Economics</td>
<td>MSYS</td>
<td>Management Systems</td>
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<td>Corporate &amp; Executive Education</td>
<td>SCEN</td>
<td>Social Enterprise</td>
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<tr>
<td>FINA</td>
<td>Finance</td>
<td>STMG</td>
<td>Strategic Management</td>
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<tr>
<td>HRMG</td>
<td>Human Resource Management</td>
<td>TOMG</td>
<td>Tourism Management</td>
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<tr>
<td>MCOM</td>
<td>Management Communication</td>
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</table>
OVERVIEW

PAPER VALUES – POINTS AND EFTS

Each paper is given a points value depending upon the level and size of the paper, see the table below. One year of full time study is considered to be equivalent to 120 points.

<table>
<thead>
<tr>
<th>PAPER LEVEL</th>
<th>POINTS VALUE</th>
<th>EFTS VALUE</th>
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<tr>
<td>100</td>
<td>15</td>
<td>0.125</td>
</tr>
<tr>
<td>200</td>
<td>20</td>
<td>0.1667</td>
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<tr>
<td>300</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>400</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>500</td>
<td>15 or 30</td>
<td>0.125 or 0.25</td>
</tr>
</tbody>
</table>

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

Progression 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.

Time Commitment

A full time student would normally take 120 points a year or 60 points a semester. However up to 40 points can also be taken at Summer School.

A full time student would therefore normally study for:

» Four years for the Bachelor of Management Studies or Bachelor of Management Studies with Honours
» Three years for the Bachelor of Business Analysis – Financial; the Bachelor of Electronic Commerce, the Bachelor of Communication Studies and the Bachelor of Tourism
» Two years for the Master of Management Studies, Master of Electronic Commerce
» One year for an Honours qualification, Certificate, Diploma, Graduate Diploma, Postgraduate Diploma
» One semester for a Graduate Certificate, Postgraduate Certificate

The Centre for Corporate & Executive Education (CC&EE) offers their programmes in different formats including evenings or weekends. For further details please contact CC&EE by:

THE CENTRE FOR CORPORATE & EXECUTIVE EDUCATION

Phone: +64 7 838 4198
Fax: +64 7 838 4675
Email: execed@waikato.ac.nz
Website: www.execed.ac.nz
Completion Notes

Please note: The regulations outlined in this publication apply to students beginning their studies in 2010. Current students who began their programme prior to 2010 can usually complete under the regulations from when they first enrolled in the qualification. However, it might be possible to complete under the new regulations. Past regulation information can be found in previous Waikato Management School Student Handbooks which are available online at www.mngt.waikato.ac.nz/Publications. Please talk to a Management Student Centre Adviser if you are considering completing your qualification under any new regulations.

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
Student Discipline Regulations
Computer Systems Regulations
Policy on the Use of Māori for Assessment
Ethical Conduct in Human Research and Related Activities Regulations
Student Research Regulations

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

The School’s Quality Assurance Manual also provides pertinent information regarding the School’s policies and can be accessed via your papers on MyWeb.

SPECIFIC PROGRAMME ADMISSION REQUIREMENTS

Undergraduate Programmes
If you have (or expect to gain) University Entrance then you are eligible to apply for admission to:
» Bachelor of Management Studies
» Bachelor of Business Analysis – Financial
» Bachelor of Electronic Commerce
» Bachelor of Communication Studies
» Bachelor of Tourism
» Certificate

If you 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; and you have (or expect to gain) University Entrance then you are eligible to apply for admission to:
» Diploma

You may also be able to apply for admission to undergraduate programmes through Discretionary Entrance, Special Admission, or by transferring from another programme.
Honours Programmes
You can apply for admission if you meet the relevant following requirements:

Bachelor of Management Studies with Honours
» Gained 380 points towards your BMS at Waikato Management School
» Passed all the compulsory papers up to 300 level
» Achieved a B+ average (Grade Point Average (GPA) above 5.5) or better
Provisional entrance will be considered for those who have completed at least 20 papers (340 points).

Bachelor of Business Analysis with Honours
» Been awarded the BBA(Fin) degree at the University of Waikato, or a qualification considered equivalent by the Academic Board
» Achieved a B+ average in the specialist subject area

Bachelor of Electronic Commerce with Honours
» Been awarded the BECom degree at the University of Waikato, or a qualification considered equivalent by the Academic Board
» Achieved a B+ average

Bachelor of Communication Studies with Honours
» Been awarded the BCS degree at the University of Waikato, or a qualification considered equivalent by the Academic Board
» Achieved a B+ grade average in the major subject you intend to take at honours level
» Achieved a B+ grade average in any other four papers above 100 level credited to the BCS

Bachelor of Tourism with Honours
» Been awarded the BTour degree at the University of Waikato, or a qualification considered equivalent by the Academic Board
» Achieved a B+ average

Graduate, and Postgraduate, Certificate and Diploma Programmes
Admission to any of the following programmes does not automatically imply admission to particular papers so you may need to complete prerequisite papers. In some cases this may mean that you will need to complete more than the minimum points required for any given programme.

You can apply for admission if you meet the relevant following requirements:

Graduate Certificate and Graduate Diploma
» You have a bachelors degree or significant relevant work experience (normally three years)
If you wish to enrol your first step is to consult an adviser in the Management Student Centre (MSC).

Postgraduate Certificate and Postgraduate Diploma
» You have a bachelors degree, and have completed with a B/B+ grade average in the subject you intend to take for the Postgraduate Certificate/Diploma.
OVERVIEW

Masters Programmes
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.

You can apply for admission if you meet the relevant following requirements:

**Master of Management Studies**
For the 120 point programme you have either:
- BMS(Hons), BBA(Hons), BECom(Hons), BCS(Hons), BTour(Hons)
- Postgraduate diploma in the subject area you intend to take for the MMS
And a:
- B/B+ grade average

For the 240 point programme you have:
- BMS, BBA, BECom, BCS, BTour, or equivalent from another university
And a:
- B/B+ grade average

If you wish to enrol your first step is to consult an adviser in the Management Student Centre (MSC).

**Master of Electronic Commerce**
For the 120 point programme you have either:
- BECom(Hons)
- Postgraduate Diploma in a relevant subject area
You will also be required to have:
- Passed an acceptable research methods paper
- Demonstrated your research and academic writing skills in the previous passing of a dissertation or significant research project at graduate level

If the above requirements cannot be met then you may be required to undertake prerequisite papers.

For the 240 point programme you have:
- BECom, or equivalent from another university

**Corporate and Executive Education Programmes**
You can apply for admission if you meet the relevant following requirements:

**Master of Business Administration**
For the 120 point programme you have either:
- BMS(Hons) with at least Second Class Honours (first division), or equivalent degree
- Postgraduate Diploma in Management Studies with a B+ average
And:
- Five years’ relevant work experience in a managerial or related role

For the 240 point programme you have either:
- A University of Waikato bachelors degree, or an equivalent tertiary degree
- Adequate training, experience and ability to proceed with the MBA
And:
- Five years’ relevant work experience in a managerial or related role

www.management.ac.nz
Postgraduate Diploma in Management Studies
You have either:
» A bachelors degree
» A tertiary and relevant professional qualification
And:
» Five years of relevant work experience in a managerial or related role
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.

Master of Business and Management
For the 120 point programme you have:
» BMS(Hons) with at least Second Class Honours (first division), or equivalent degree
And:
» Be accepted by the Dean of Waikato Management School who will consult with the Director of the MBM programme
For the 240 point programme you have:
» A University of Waikato bachelors degree, or equivalent qualification(s) from a recognised tertiary institution, in any subject area
And:
» Be accepted by the Dean of Waikato Management School who will consult with the Director of the MBM programme
Your acceptance into either the 120 point or 240 point programme might be subject to the completion of any qualifying papers, or additional work as may be required, either prior to your admission or concurrently.

Postgraduate Certificate in Business Research
You have either a:
» Master of Business Administration
» Master of Management Studies
» Master of Electronic Commerce
» An equivalent qualification from a recognised University with a B+ grade average

Postgraduate Certificate in Management Studies
Normally you will have:
» Degree level tertiary qualification
» Relevant work experience
Students with extensive relevant experience will be considered on a case by case basis.

Postgraduate Diploma in Personal Financial Planning
Normally you will have:
» A previous degree and/or experience in financial markets
» Be employed by a bank or an approved financial institution
Industry experience will be taken into account if you have no tertiary qualification.
OVERVIEW

UNDERGRADUATE DEGREES

Waikato Management School offers the following undergraduate degrees:

Bachelor of Management Studies
Bachelor of Business Analysis – Financial
Bachelor of Electronic Commerce
Bachelor of Communication Studies
Bachelor of Tourism – Tourism and Hospitality Management

All of the above degrees are also available with Honours. 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. If you complete an Honours qualification then you would be able to complete a masters degree with just one more year of graduate study.

All of the above degrees are also available as part of a conjoint degree.

Information regarding the above programmes is located in the Admission Information, Conjoint Degrees and under each named undergraduate qualification.

Core/Compulsory Papers

A core or compulsory paper is a key paper that must be passed as part of a particular qualification. All Waikato Management School undergraduate degrees have a number of core papers.
MAJORS

A major is a concentration of papers that will provide in-depth knowledge within the chosen field of study. A major will prepare you to undertake graduate study in the same field or to work in the associated profession. Choosing a major is a flexible way of managing your degree, you can choose subjects to suit your strengths and abilities. You could also add a new dimension to your skills by including a specialisation (see below), making you more attractive to prospective employers.

Major subjects available at Waikato Management School for 2010 include:

- Accounting
- Economics
- Electronic Business
- Electronic Commerce
- Finance
- Hospitality Management
- Human Resource Management
- International Management
- Management Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management
- Tourism Management

You will be restricted in your choice of first major subject for your undergraduate degree, but normally you can take any subject as a second major. Further information is provided under each specific programme section.
Similar to a major, a specialisation is a group of papers in a specific subject area, though it usually requires fewer papers than a major. The specialisation might be in an area that is not an existing major, for example, Agribusiness; or it might be a concentration within a major such as Entrepreneurship and Innovation for the Strategic Management major; or it might be taken instead of a second major in a subject, for example French.

Specialisations provide you with another opportunity to shape your qualification to your interests and needs. They can be used to broaden your knowledge, or allow you to focus on an aspect related to your first major, or perhaps provide some cohesion to your remaining elective papers in an area of interest to you. The choice is yours.

**AVAILABLE SPECIALISATIONS**

**Agribusiness Specialisation for the BMS and BBA**

The University’s catchment area encompasses some of New Zealand’s leading agricultural regions, supplying a large part of the country’s exports. Thus a significant proportion of the business activity in the region is associated with agriculture.

If you wish to take a specialisation in Agribusiness for either your BMS, BMS(Hons), or BBA(Fin) degree then you will be required to pass 80 points above 100 level.

You must include the following papers:

- AGRI201/301 New Zealand Agribusiness
- AGRI202 Sustainable Agriculture
- AGRI303 International Marketing for Agribusiness

And 20 points from the following list of electives:

- AGRI302 Agribusiness Project
- ECON308 Managerial Economics and Strategy
- ECON306 International Trade and Finance
- MSYS377 Supply Chain Management
- STMG311 The International Business Environment

**Management Education Abroad for the BMS, BMS(Hons), BBA, BECom, BCS and BTour**

Global knowledge and experience can add value to your undergraduate degree that will be appreciated by potential employers. The experience of living in another country, experiencing different cultural environments and studying at an overseas university represent significant learning opportunities.

If you wish to take a specialisation in Management Education Abroad then you will be required to pass at least 60 points of credit above 100 level from an overseas university or universities. The credit needs to be taken in a subject relevant to your programme in management, and taken while you are enrolled in one of the above degrees. Further information on this topic can be found at [www.mngt.waikato.ac.nz/studentexchange](http://www.mngt.waikato.ac.nz/studentexchange) or by contacting WMS International Programme, extension 5051, email mulan@mngt.waikato.ac.nz
Language Specialisations for the BMS, BBA, BECom, BCS and BTour

You have the opportunity to choose from the following languages: Chinese, French, German, Japanese, Spanish and Te Reo Māori.

Chinese Language Specialisation

China is now the third largest economy and New Zealand and Australia have large communities of Chinese ethnicity and extensive trade relations with China.

If you wish to take a specialisation in Chinese for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» CHIN201 Chinese Language 2: Part A
» CHIN202 Chinese Language 2: Part B
» CHIN301 Chinese Language 3: Part A

The Chairperson of the Department has discretion over enrolment in this specialisation and the papers to be taken and must approve the papers for this specialisation. You will normally be required to take 100 level prerequisite papers for this specialisation.

French Language Specialisation

French is one of the leading international languages of business.

If you wish to take a specialisation in French for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» FREN231 French Language Intermediate 1
» FREN232 French Language Intermediate 2
» FREN331 French Language Advanced 1

The Chairperson of the Department has discretion over enrolment in this specialisation and the papers to be taken and must approve the papers for this specialisation. You will normally be required to take 100 level prerequisite papers for this specialisation.

German Language Specialisation

German is one of the leading international languages of business, particularly in Central and Eastern Europe.

If you wish to take a specialisation in German for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» GERM231 German Language Intermediate 1
» GERM233 German Language Intermediate 2
» GERM301 German Language Studies 3

The Chairperson of the Department has discretion over enrolment in this specialisation and the papers to be taken and must approve the papers for this specialisation. You will normally be required to take 100 level prerequisite papers for this specialisation.
**Japanese Language Specialisation**

Japan is one of New Zealand’s major trading partners, a major player in the global business environment, and many Japanese visit New Zealand as tourists.

If you wish to take a specialisation in Japanese for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» JAPA201 Intermediate Japanese Part A  
» JAPA202 Intermediate Japanese Part B

And 20 points from the following list of electives:

» JAPA301 Japanese in Context  
» JAPA302 Advanced Japanese

The Chairperson of the Department has discretion over enrolment in this specialisation and the papers to be taken and must approve the papers for this specialisation. You will normally be required to take 100 level prerequisite papers for this specialisation.

**Spanish Language Specialisation**

Spanish is one of the major languages of Western Europe, and the most widely spoken language of the Americas. Markets in South America where Spanish is widely spoken are amongst the major markets for New Zealand exports.

If you wish to take a specialisation in Spanish for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» SPAN231 Intermediate Spanish 1  
» SPAN232 Intermediate Spanish 2  
» SPAN310 Spanish 3

The Chairperson of the Department has discretion over enrolment in this specialisation and the papers to be taken and must approve the papers for this specialisation. You will normally be required to take 100 level prerequisite papers for this specialisation.

**Te Reo Māori Specialisation**

Developing your ability to communicate in Te Reo Māori will enable you to better represent New Zealand’s bicultural heritage internationally and make you more cognisant with one of New Zealand’s official languages.

If you wish to take a specialisation in Te Reo Māori for your undergraduate degree then you will be required to pass 60 points above 100 level.

You must include the following papers:

» MAOR213 Te Reo Māori: Post Intermediate 1  
» MAOR214 Te Reo Māori: Post Intermediate 2  
» MAOR313 Te Reo Māori: Pre-advanced

You are expected to take MAOR101 and MAOR110 as elective or additional papers. If you have no previous experience in Te Reo Māori then you will also be expected to take MAOR111 and MAOR112.
Māori, Pacific and Indigenous Tourism Specialisation for the BTour

As recognised in the New Zealand Tourism Strategy 2015, Māori Tourism plays a central role in New Zealand Tourism and in the government’s strategy for its future. The strategy notes the role of tourism in the economy, and its relevance for our responsibility for the preservation and promotion of our environment, sites, people and culture. In a similar way Pacific and Indigenous cultures are central to a significant proportion of tourism activity worldwide and an understanding of its positive and negative impacts.

If you wish to take a specialisation in Māori, Pacific and Indigenous Tourism for the BTour degree then you will be required to pass 80 points above 100 level.

You must include the following papers:
- TOST203 Tourism and Society
- MPDV200 Indigenous Development in the Pacific Region
- MPDV300 Contemporary Issues in Māori and Pacific Development

And 20 points from the following list of electives:
- GEOG210 Regional Geography: The Pacific Island Region
- ANTH307 Tourism and Development in Oceania
- MPDV302 Understanding Notions of Sustainable Development in the Māori and Pacific Contexts
- TOST300 The Social Construction of Tourism and Tourists
- TOMG403 Managing Tourism Experiences in the Pacific Rim

Specialisations for Majors

You can also choose to take a specialisation for two of the BMS subjects. You can opt to specialise in a language for the International Management major and you can specialise in Entrepreneurship and Innovation for the Strategic Management major. Look under the specific subject, and find the item Qualifications and Specific Subject requirements and then locate the BMS major and the requirements for the specialisation for further information.
BACHELOR OF MANAGEMENT STUDIES

You won’t find a business degree anywhere else that’s as varied yet focused, flexible and consistently high quality. With us you get more than a standard commerce degree.

It’s the focus on general management that makes our Bachelor of Management Studies (BMS) stand out. You’ll receive more than a solid grounding in your speciality subject; you’ll also learn what makes a business tick and what makes a manager great.

Our BMS has long been recognised by employers as New Zealand’s premier management degree. The extra year of the BMS compared to other commerce degrees means that as well as covering all the core subjects that are central to management, you can specialise in up to two different areas, achieve a good grounding in both, and expand your career options.

Throughout your four-year degree you’ll get practical experience. You’ll develop a new product and its marketing plan in your first year, take part in a case competition in your third year, and in your fourth year you’ll investigate an issue within a company and produce a research report.

Degree Planner – Bachelor of Management (BMS)

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>YEAR 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT101 Accounting for Management</td>
<td>ECON100 Business Economics and the NZ Economy</td>
<td>MKTG151 Introduction to Marketing</td>
<td>MSYS111 E-Business and Supply Chain Management</td>
</tr>
<tr>
<td>ECON200 Macroeconomics and the Global Economy</td>
<td>FINA201 Finance</td>
<td>HRMG241** Organisational Behaviour</td>
<td>STAT160 Management Statistics</td>
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<tr>
<td>STMG391 Strategic Management</td>
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<tr>
<td>XXXXX499 Report of an Investigation</td>
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*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 taking an Accounting major you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to completed HRMG241 as one of your elective papers.
Degree Requirements
To complete the BMS degree you must:
» Pass all compulsory papers
» Complete the requirements for a first major
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 480 points
The 480 points requirement must include at least:
» 360 points at 200 level or above
» 200 points at 300 level or above
» 80 points at 400 level or above
You can choose to:
» Take a second major
» Take a specialisation
» Take other elective papers
» 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.

Note: 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.

Major Requirements
You must select at least one of the subjects below:

Accounting
Economics
Electronic Business
Finance
Human Resource Management
International Management
Management Communication
Marketing
Public Relations
Strategic Management
Supply Chain Management
Tourism Management
For any of the subjects listed on the previous page you must:
» Pass 120 points (at least six papers) at 200 level or above
And include at least:
» 60 points (at least three papers) at 300 level or above
» 40 points (at least two papers) at 400 level or above
And:
» Honours students must pass at least 30 points at 500 level in each major subject
» You may not count any compulsory paper towards your first major although MNGT221 can be counted towards your second major subject if it is selected from those listed above

You can also choose to take a second major in a subject not listed on the previous page. If it is a Waikato Management School subject then the requirements on the previous page apply, if it is a subject from another School/Faculty then you must:
» Pass 120 points above 100 level
» Include at least 60 points at 300 level or above
» Take a 200 level major paper in place of a year one elective paper

You can also choose to take a specialisation; please refer to the Undergraduate Degrees section for further information.

Most majors have specific paper requirements. To check, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BMS major requirements for any subject listed above. If you wish to take a second major in another Waikato Management School subject not listed above, then please contact the relevant department’s undergraduate convenor for programme advice. For information about subjects not taught by the School please contact the relevant School or Faculty.

Please be aware that sometimes choosing a second major may mean that more than 480 points are required to complete your degree and you may also be required to complete prerequisite papers.

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.

The 499/599 prerequisites must be completed before you can begin; you are allowed 32 weeks 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. BMS(Hons) students must complete either a 499 or a 599 investigation.

*Note: Please be aware that the timing of your 499/599 may affect your student loan.*

Student Investigations Information

Information for getting started on a 499/599 is available from the Student Investigations Information Board at the Management Student Centre located in MS1. 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.

All 499/599 information is also available from the website: [www.mngt.waikato.ac.nz/499](http://www.mngt.waikato.ac.nz/499)
Ethical Approval of Research

For all research activity involving human participants, including staff and student projects (499/599), evaluation, consulting or observation, the University requires that the Waikato Management School Ethics Committee approve such research before data collection commences. The guidelines and procedures for seeking approval are located on the Waikato Management School home page under Research then click Research Ethics.

Assurance of Learning Project

All BMS students must complete a test of General Business Understanding and a Subject Specific Test as part of their 499/599. This test is designed to determine the level of general understanding of business and management. It covers the content of all the core subjects within the BMS and includes specific questions on management for sustainability and general business knowledge. The Subject Specific test is designed to determine the level of general understanding within the major, and it covers topics that have been studied in completing the major. The School will use the information it obtains from the results of these tests as part of a process designed to assess how well its programmes are meeting the learning goals of the BMS.

Special Credit Arrangements

Waikato Management School has developed credit arrangements, also known as articulation agreements, 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):

» Waiairiki Institute of Technology in Rotorua (WIT)
» Bay of Plenty Polytechnic in Tauranga (TGA)
» Tairawhiti Polytechnic in Gisborne (TAI)
» Western Institute of Technology at Taranaki (see note below)
» Wintec in Hamilton

If you have any further questions about credit, the Management Student Centre (MSC) or the University’s Academic Pathways and Quality Office can help you.

Note: May not be available in 2010.

The University of Waikato at Tauranga

Waikato Management School offers a selection of papers 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, Finance or Marketing). Students who wish to major in another subject area will need to transfer to the Hamilton campus.

For more information, please contact:

THE UNIVERSITY OF WAIKATO AT TAURANGA

142 Durham Street, Tauranga 3143
Phone: +64 7 577 0620
Email: uwt@waikato.ac.nz
Website: www.uwt.waikato.ac.nz
In the third year of the BMS, top students with at least a B+ average 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, and enables you to include a first year of graduate study as part of your degree.

Degree Requirements
To complete the BMS(Hons) you must:
» Include at least 30 points at 500 level for each BMS major subject
» Take no more than 30 points at 500 level from subjects outside of Waikato Management School
» Pass a minimum of 520 points

The 520 points requirement must include at least:
» 400 points at 200 level or above
» 240 points at 300 level or above
» 120 points at 500 level

You can choose to:
» Include a 599 Report of an Investigation as part of the required 120 points at 500 level or
» Take a 499 to meet the degree requirements and then take 120 points in other 500 level papers

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers. However, if you do not meet any of the above standards then you may be awarded the BMS degree without honours.

Further Study
An average of B+ 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.
Frequently Asked Questions

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. You will need to have achieved a GPA above 5.5 (B+) in these papers 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:
» Each of the grades for 200, 300 and 400 level papers completed are assigned a value: A+=9, A=8, A-=7 and so on to RP=1
» Add together all the 200 level values and divide the result by the number of 200 level papers completed, then multiply by 0.33
» 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
» Add the results from 2 and 3 together
» If the result from 4 is above 5.5 then you are eligible to apply for the BMS(Hons) degree.

Should I apply for honours or will I be invited?
An invitation programme is only run at the end of the B semester. Students who are eligible at this time are invited into the programme. However, if you have not met all the requirements for entry at the end of B semester you will not be automatically invited, therefore you need to apply via an application form. If you wish to commence honours at another time, for example, after summer school and the end of A semester, or you have been granted credit towards the BMS from previous study, or you are in a conjoint degree, you must apply by filling in an application form and handing it to the Management Student Centre.

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.

Please contact the Management Student Centre for more information on +64 7 838 4303, 0800 654 303 or msc@mngt.waikato.ac.nz
A uniquely focused programme that offers you an alternative business degree if numbers and their meaning are your game.

The BBA(Fin) is a three-year degree with a particular emphasis on financial management, so you can get your qualification and get on with investment banking or stock broking or any number of financial sector careers. Rather than covering the broader aspects of business management, you’ll look in depth at the quantitative (math based) disciplines.

Your first major will be in accounting, economics or finance and it’s strongly recommended that you also choose a second major. While this can be in any subject, you’ll really focus your qualification if you take a second major in another BBA subject; you can study any combination of two of the three subjects, such as accounting and finance, or economics and accounting. Other good second major subjects include statistics, mathematics or computing.

If you choose to major in accounting, you can use this degree (with either an Honours year or a Graduate Diploma), as a route to meet the academic requirements for membership of the New Zealand Institute of Chartered Accountants.

### Degree Planner – Bachelor of Business Analysis – Financial (BBA(Fin))

#### Year 1

- **ACCT101** Accounting for Management
- **ECON100** Business Economics and the NZ Economy
- **MATH166** Management Mathematics
- **MSYS111** E-Business and Supply Chain Management
- **STAT160** Management Statistics
- **STMG191** Introduction to Management

#### Year 2

- **ECON200** Macroeconomics and the Global Economy
- **FINA201** Finance

#### Year 3

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

### Degree Requirements

To complete the BBA(Fin) degree, you must:

- Pass all the compulsory papers
- Complete the requirements for a first major
- Pass a Computer Competency Module (CCM)
- Pass a Writing Competency Module (WCM) (see note on next page)
- Take an Employment Skills Module (ESM)
- Pass a minimum of 360 points

www.management.ac.nz
The 360 points requirement must include at least:

» 240 points at 200 level or above
» 80 points at 300 level or above
» 40 points at 200 level or above in a subject/s other than the major

You can choose to:

» Take a second major
» Take a specialisation
» Take other elective papers

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.

You can also choose to take a specialisation; please refer to the Undergraduate Degrees section for further information.

**Note:** 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.

**Major Requirements**

You must select at least one of the subjects below:

- Accounting
- Economics
- Finance

For any of the above subjects you must:

» Pass 120 points above 100 level
» Include at least 60 points at 300 level or above
» For your first major include an applied project, work experience, or business applications paper
» If you choose two subjects, take a 200 level major paper in place of a year one elective paper
» Not count any compulsory paper towards your major unless you take a second major
» If you take a second major you can:
  » Count ECON200 towards your first major in Economics
  » Count FINA201 towards your first major in Accounting or Finance

You can also choose to take a second major in a subject not listed above, if you do then the above requirements are applicable.

Most majors have specific paper requirements. To check, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BBA(Fin) major requirements for any subject listed above, or the Second Major requirements for any subject not listed above. For information about subjects not taught by the School please contact the relevant School or Faculty.

Please be aware that sometimes choosing a second major may mean that more than 360 points are required to complete your degree and you may be required to complete prerequisite papers.
BACHELOR OF BUSINESS ANALYSIS WITH HONOURS – FINANCIAL

The BBA(Hons)(Fin) degree provides a first year of graduate study that follows on from the BBA(Fin) degree. It gives an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Having completed a BBA(Hons)(Fin) you might be eligible to complete a masters degree with just one more year of graduate study.

Degree Requirements
To complete the BBA(Hons)(Fin) you must:
» Pass 120 points at 500 level
» Take a dissertation or thesis
» Include at least 60 points in one of the main subjects: Accounting, Economics or Finance

Some subjects may have specific paper requirements. To check, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BBA(Hons)(Fin) subject requirements.

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

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2)

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers.
BACHELOR OF ELECTRONIC COMMERCE

The BECom was New Zealand’s first electronic commerce degree, and Waikato Management School is recognised as a world leader in providing this specialist qualification.

Business firms in New Zealand and around the world have reported a growing shortage of prospective employees who have a solid mix of business and management education, combined with skills and hands-on experience in applying electronic commerce technologies to today’s internet-driven business environment. The three year Bachelor of Electronic Commerce (BECom) aims to provide this in-demand mix of management and technology skills in its graduates.

Applying electronic commerce technologies to the redevelopment of existing business processes requires more than just a basic acquaintance with computers. There are new business models emerging that will revolutionise how organisations interact with their key customers and suppliers through the use of the Web and the internet, both to transfer and process business transactions, but also to develop electronically enabled relationships and support human interaction. Electronic commerce is far more than building Web pages: it touches the fundamental functions of every business organisation. Employers need people, with a BECom on their CV, who can contribute to the radical changes that will be needed in the coming years as organisations become more closely tied to internet processes.

Degree Planner – Bachelor of Electronic Commerce (BECom)

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>COMP103</th>
<th>MCOM102</th>
<th>MKTG151</th>
<th>MSYS111</th>
<th>MSYS121</th>
<th>STMG191</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Introduction to Computer Science 1</td>
<td>Introduction to Communication in a Digital Age</td>
<td>Introduction to Marketing</td>
<td>E-Business and Supply Chain Management</td>
<td>The World of Electronic Commerce</td>
<td>Introduction to Management</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YEAR 2</th>
<th>COMP219</th>
<th>MSYS212</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Database Practice and Experience</td>
<td>E-Business in Organisations</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YEAR 3</th>
<th>MSYS319**</th>
<th>ACCT324</th>
<th>STMG346</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Industry Experience 2</td>
<td>Legal Issues in E-Commerce</td>
<td>Strategy and the Internet</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.
**Degree Requirements**

To complete the BECom degree, you must:
- Pass all the compulsory papers
- Complete the major requirements for Electronic Commerce
- Pass a Computer Competency Module (CCM)
- Pass a Writing Competency Module (WCM) (see note below)
- Take an Employment Skills Module (ESM)
- Pass a minimum of 360 points

The 360 points requirement must include at least:
- 240 points at 200 level or above
- 80 points at 300 level or above
- 40 points at 200 level or above in a subject/s other than the major

You can choose to:
- Take a second major
- Take a specialisation
- Take other elective papers

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.

You can also choose to take a specialisation; please refer to the Undergraduate Degrees section for further information.

**Note:** 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.
Major Requirements
This degree requires a first major in Electronic Commerce and you must:
» Pass 120 points above 100 level
» Include at least 60 points at 300 level or above
» Complete the specific requirements for the major
» Not count any compulsory paper towards your major

You can choose to take a second major. If you do then you must:
» Pass 120 points above 100 level
» Include at least 60 points at 300 level or above
» Take a 200 level major paper in place of a year one elective paper

We strongly recommend the following second major subjects:

- Accounting
- Economics
- Electronic Business
- Finance
- Management Communication
- Marketing
- Supply Chain Management

To check the specific requirements for this major, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BECom major requirements for Electronic Commerce, or the Second Major requirements for any other subject. For information about subjects not taught by the School please contact the relevant School or Faculty.

Please be aware that choosing a second major may mean that more than 360 points are required to complete your degree and you may be required to complete prerequisite papers.

Industry Work Experience Papers
One of the key papers in the BECom is an Industry Experience paper usually taken between the second and third year, where students spend up to 13 weeks in a host organisation, working alongside other employees, as well as interacting with other classmates through online discussions. This industry experience paper helps students try out an industry or a job in a hands-on way, which is of great value in helping them decide on their final year papers and future career directions.
BACHELOR OF ELECTRONIC COMMERCE WITH HONOURS

The BCom Honours (BCom(Hons)) degree provides a bridge into further academic study that follows on from the BCom 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.

Having completed a BCom(Hons) you might be eligible to complete a masters degree with just one more year of study.

Degree Requirements
To complete the BCom(Hons) you must:
» Pass 120 points at 500 level
» Complete a research methods paper
» Complete a one paper dissertation and two additional taught 500 level papers in areas related to electronic commerce

For the specific paper requirements for the degree, look under Electronic Commerce, and find the item named Qualifications and Specific Subject Requirements, then locate the BCom(Hons) requirements.

Any enquiries about this degree should be directed to the Management Student Centre (MSC), email msc@mngt.waikato.ac.nz or phone +64 7 838 4303 or 0800 654 303. Specific academic enquiries about the degree can be directed to Professor Bob McQueen, phone +64 7 838 4126 or email bmcqueen@waikato.ac.nz

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2)

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers.
Communication is a powerful tool. Every task is completed through communication and to manage is to communicate. Learn how to use this power strategically and creatively to address communication challenges, build loyalty and drive organisational success.

The Bachelor of Communication Studies (BCS) is a three year degree that blends creative disciplines with practical communication theory and practice. You'll be provided with the skills and knowledge needed to become a strategy-based communication, marketing or public relations practitioner.

You’ll also learn about the responsibilities of the communication industries in local, national and global contexts, and how communication affects individuals, groups and society.

The degree provides opportunities to gain hands-on experience of communication, public relations and marketing practice in the classroom and in industry and community organisations. You’ll be taught by internationally sought-after PR, marketing and communication consultants and researchers.

By the time you graduate, you’ll understand the role of communication in business and society and have a set of practical vocational industry skills. You will also have a portfolio of practical work which will provide you with a solid basis for entering the workplace. Your personal, written and verbal communication abilities will stand you in good stead wherever you go and whatever you do.

### Degree Planner – Bachelor of Communication Studies (BCS)

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>LING132 Introduction to Linguistic Communication</td>
<td>MCM20 Communication Theory</td>
<td></td>
</tr>
<tr>
<td>MCOM102 Introduction to Communication in a Digital Age</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MCOM133 Introduction to Corporate Communication</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MKTG151 Introduction to Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAC122 Introduction to Corporate Communication</td>
<td></td>
<td></td>
</tr>
<tr>
<td>STMG191 Introduction to Management</td>
<td>MNGT100 Management and Sustainability</td>
<td></td>
</tr>
</tbody>
</table>

*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.*
Degree Requirements
To complete the BCS degree, you must:
» Pass all the compulsory papers
» Complete the requirements for a first major
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points

The 360 points requirement must include at least:
» 240 points at 200 level or above
» 80 points at 300 level or above
» 40 points at 200 level or above in a subject/s other than the major

You can choose to:
» Take a second major
» Take a specialisation
» Take other elective papers

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.

You can also choose to take a specialisation; please refer to the Undergraduate Degrees section for further information.

Note: If you do not pass the 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.
**Major Requirements**

You must select at least one of the subjects below:

<table>
<thead>
<tr>
<th>Management Communication</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing</td>
</tr>
<tr>
<td>Public Relations</td>
</tr>
</tbody>
</table>

For any of the above subjects you must:

» Pass 120 points above 100 level

» Include at least 60 points at 300 level or above

» Not count any compulsory paper towards your major unless you choose two of the above subjects; then you can count MCOM220 toward your second subject

You can also choose to take a second major in a subject not listed above, if you do then you must:

» Pass 120 points above 100 level

» Include at least 60 points at 300 level or above

» Take a 200 level major paper in place of a year one elective paper

Most majors have specific paper requirements. To check look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BCS major requirements for any subject listed above, or the Second Major requirements for any subject not listed above. For information about subjects not taught by the School please contact the relevant School or Faculty.

Please be aware that choosing a second major outside the majors for the degree may mean that more than 360 points are required to complete your degree and you may also be required to complete prerequisite papers.

**399 Communication Investigation in the Workplace**

BCS students majoring in two of Management Communication, Marketing, and/or 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. In 2010 you will need to complete MCOM392 – Managing Organisational Communication 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).
BACHELOR OF COMMUNICATION STUDIES (HONS) / BACHELOR OF TOURISM

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.

Having completed a BCS(Hons) you might be eligible to complete a masters degree with just one more year of graduate study.

Degree Requirements
To complete the BCS(Hons) you must:
» Pass 120 points at 500 level
» Include at least 60 points in one of the main subjects: Management Communication, Marketing or Public Relations (see note below)
» Include at least 30 points in research (see note below)

Some subjects may have specific paper requirements. To check, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BCS(Hons) subject requirements.

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

Note: The change to the list of subjects available and the research requirement are both subject to NZVCC CUAP approval.

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2)

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers.

BACHELOR OF TOURISM

The Bachelor of Tourism has had a makeover and it is now possible to choose a field of study for the qualification. A field of study is a general area of study that includes a number of related subjects. You will be required to choose either Tourism and Hospitality Management or Tourism in Society.

All students will take three compulsory papers, then the field of study chosen will dictate other paper choices and requirements. The field Tourism and Hospitality Management is taken through Waikato Management School and the field Tourism in Society is taken through the Faculty of Arts and Social Sciences.

www.management.ac.nz
Nothing’s hotter on the world’s tourism radar right now than New Zealand. Tourism is our fastest
growing industry and it needs skilled managers to steer that growth in the right direction.

With a Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt)) you will be joining
the world’s fastest-growing industry at a time when your combination of practical business skills and
industry knowledge will be most valuable.

As tourism and tourist activities grow, so too does the need for balanced managers that understand
the environmental, cultural and social impacts and benefits of tourism. You’ll gain an understanding
of national and international tourism management and be well-equipped to shape the tourism and
hospitality industry of the future.

The BTour(THMgt) has been developed with input from tourism and hospitality businesses, and senior
members of the sectors continue to guide its development. Our faculty, your lecturers, consult widely
on industry issues and they bring that hands-on experience of new trends, challenges and industry
responses to their teaching.

This three year degree provides a wide range of employment opportunities at sporting festivals and
large leisure events, and in international, national and regional organisations such as tourism boards,
hotels and resorts, international tourism consultancies and historic attractions.

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**Degree Planner – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))**

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOMG101 Introduction to Tourism and Hospitality</td>
<td></td>
<td>TOMG390* Directed Study</td>
</tr>
<tr>
<td>TOST100 Introduction to Tourism Studies</td>
<td></td>
<td></td>
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<tr>
<td>STMG191 Introduction to Management</td>
<td></td>
<td></td>
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<tr>
<td>STMG191 Accounting for Management</td>
<td></td>
<td></td>
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<tr>
<td>STMG191 Marketing</td>
<td></td>
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<tr>
<td>ACCT101 Accounting for Management</td>
<td></td>
<td></td>
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<tr>
<td>ECON100 Business Economics and the NZ Economy</td>
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<tr>
<td>MSYS121 The World of Electronic Commerce</td>
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</tbody>
</table>

*At least three of these four papers are compulsory.*

*It may be possible to take MNGT396 Work Placement paper in place of TOMG390.
Please contact the Department of Tourism and Hospitality Management for further information.*
Degree Requirements
To complete the BTour(THMgt) degree, you must:
» Pass all the compulsory papers
» Complete the requirements for a first major
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points

The 360 points requirement must include at least:
» 240 points at 200 level or above
» 80 points at 300 level or above
» 40 points at 200 level or above in a subject/s other than the major

You can choose to:
» Take a second major
» Take a specialisation
» Take other elective papers

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 BTour major subjects and compulsory papers.

You can also choose to take a specialisation; please refer to the Undergraduate Degrees section for further information.

Note: 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.

Major Requirements
You must select at least one of the subjects below:

Hospitality Management
Tourism Management

For either of the above subjects you must:
» Pass 120 points above 100 level
» Include at least 60 points at 300 level or above
» Not count any compulsory paper towards your major unless you choose to take a second major

If you choose to take a second major then you can:
» Count TOMG390 or MNGT396 toward your first major

You can also choose to take a second major in a subject not listed above; if you do then the above requirements are applicable. You may wish to complement the management focus of the degree with a Tourism and Society major, for example, Geography or Tourism Development.

Some majors have specific paper requirements. To check look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the BTour(THMgt) major requirements for either subject listed above, or the Second Major requirements for any subject not listed above. For information about subjects not taught by the School please contact the relevant School or Faculty.

Please be aware that sometimes choosing a second major may mean that more than 360 points are required to complete your degree and you may also be required to complete prerequisite papers.

www.management.ac.nz
Special Credit Agreement
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(THMgt).

BTour(T&Soc)
It is also possible to take a Bachelor of Tourism – Tourism and Society through the Faculty of Arts and Social Sciences. Compulsory papers include TOMG101 and TOST100 and a Directed Study or Work Placement paper. Compulsory field papers include ANTH102, GEOG101, GEOG103, TIKA163, and TOST203. Also, students must choose a first major in Geography or Tourism Development. Please contact this Faculty for further information about this programme.

BACHELOR OF TOURISM WITH HONOURS

The BTour Honours degree provides a first year of graduate study that follows on from the BTour(THMgt) or BTour(T&Soc). In the BTour Honours degree the majors Tourism Management and Hospitality Management are combined to form a single subject, Tourism and Hospitality Management.

Having completed a BTour(Hons) you might be eligible to complete a masters degree with just one more year of graduate study.

Degree Requirements
To complete the BTour(Hons) you must:
» Pass 120 points at 500 level
» Include at least 60 points in the subject Tourism and Hospitality Management (see note below*)
» Include at least 30 points in research (see note below**)

To check the specific subject paper requirements look under the subject Tourism Management, and find the item named Qualifications and Specific Subject Requirements, then locate the BTour(Hons) subject requirements.

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

*Note: Other subjects are available through the Faculty of Arts and Social Sciences; please contact them for further information.

**Note: The requirement to include 30 points of research is subject to NZVCC CUAP approval.

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2)

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers.
Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two components in a shorter period of time than would ordinarily be possible. All of our Undergraduate Degrees are also available as a conjoint degree with most other University of Waikato undergraduate degrees.

Some examples of possible conjoint degrees include a BMS or BBA(Fin) or BECom or BCS or BTour(THMgt) with a:

Bachelor of Science
Bachelor of Computing and Mathematical Sciences
Bachelor of Social Sciences
Bachelor of Arts
Bachelor of Teaching

Or perhaps a BMS(Hons) with a:

Bachelor of Laws with Honours
Bachelor of Science

Please contact the relevant School/Faculty to discuss the requirements of its component of the conjoint degree.

Progression 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.

Conjoint Degree Requirements
You must:
» Meet the admission requirements for each of the component degrees
» Enrol in at least one paper for each of the component degrees each year, unless one component has been completed
» Count each paper towards only one component degree

Additional requirements can be found in the University of Waikato Calendar or online at: http://calendar.waikato.ac.nz/admission/admissionstatute.html Specific requirements for the School’s component of a conjoint degree are listed in the appropriately named sections.
### BMS AND BMS(Hons) AS PART OF A CONJOINT DEGREE

#### Degree Planner – Bachelor of Management (BMS) as part of a Conjoint Degree

<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>ACCT101</strong></td>
<td><strong>ECON200</strong></td>
<td><strong>STMG391</strong></td>
<td><strong>XXXX499</strong></td>
</tr>
<tr>
<td><strong>ECON100</strong></td>
<td><strong>FINA201</strong></td>
<td>300 level or above</td>
<td>300 level for BMS or 500 level for BMS(Hons)</td>
</tr>
<tr>
<td>Business Economics and the NZ Economy</td>
<td>Finance</td>
<td></td>
<td>400 level for BMS or 500 level for BMS(Hons)</td>
</tr>
<tr>
<td><strong>MKTG151</strong></td>
<td><strong>HRMG241</strong></td>
<td><strong>MCOM200</strong></td>
<td><strong>STAT160</strong></td>
</tr>
<tr>
<td>Introduction to Marketing</td>
<td>Organisational Behaviour</td>
<td>Management Communication</td>
<td>Management Statistics</td>
</tr>
<tr>
<td><strong>SYS111</strong></td>
<td><strong>FINA201</strong></td>
<td></td>
<td>STMG191</td>
</tr>
<tr>
<td>E-Business and Supply Chain Management</td>
<td></td>
<td></td>
<td>Introduction to Management</td>
</tr>
<tr>
<td><strong>FINA201</strong></td>
<td><strong>FINA201</strong></td>
<td>300 level or above</td>
<td>300 level or above</td>
</tr>
<tr>
<td>Finance</td>
<td>Finance</td>
<td></td>
<td>300 level or above</td>
</tr>
<tr>
<td><strong>MCOM200</strong></td>
<td><strong>MNGT221</strong></td>
<td>300 level or above</td>
<td>300 level or above</td>
</tr>
<tr>
<td>Management Communication</td>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td></td>
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<tr>
<td><strong>STAT160</strong></td>
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<td></td>
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<tr>
<td>Management Statistics</td>
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<tr>
<td><strong>STMG191</strong></td>
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</tbody>
</table>

- Compulsory papers
- Compulsory 1st major
- Elective papers

*If taking an Accounting major you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to completed HRMG241 as one of your elective papers.

**If you are taking the BMS(Hons) you may complete a 599 Report of an Investigation in place of the 499. If you take the 599 then for one of your major papers you can decide whether to take it at 400 or 500 level.

### BMS/BMS(Hons) Conjoint Degree Requirements

To complete the BMS or BMS(Hons) component of a conjoint degree, you must:

- Pass all the compulsory papers for the BMS degree
- Complete the requirements for a first major as stated in the BMS major requirements
- Pass a Computer Competency Module (CCM)
- Pass a Writing Competency Module (WCM) (see note on next page)
- Take an Employment Skills Module (ESM)
- Enrol in at least one paper for each component degree per year
- Pass a minimum of 360 points for BMS or 390 points for BMS(Hons)

The 360 points requirement for the BMS must include at least:

- 270 points at 200 level or above
- 150 points at 300 level or above
- 60 points at 400 level
CONJOINT DEGREES

The 390 points requirement for the BMS(Hons) must include at least:

» 300 points at 200 level or above
» 180 points at 300 level or above
» 90 points at 500 level in one or two of the BMS major subjects
» 30 points at 500 level for each BMS major subject

Honours students must achieve at least Second Class (second division) Honours to obtain the BMS(Hons). Students who do not achieve Second Class (second division) Honours may be awarded the BMS instead.

*Note: 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.*

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.

BBA(Fin) AS PART OF A CONJOINT DEGREE

<table>
<thead>
<tr>
<th>Degree Planner – Bachelor of Business Analysis – Financial (BBA(Fin)) as part of a Conjoint Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>YEAR 1</strong></td>
</tr>
<tr>
<td>ACCT101  Accounting for Management</td>
</tr>
<tr>
<td>ECON100  Business Economics and the NZ Economy</td>
</tr>
<tr>
<td>MATH166  Management Mathematics</td>
</tr>
<tr>
<td>MSYS111  E-Business and Supply Chain Management</td>
</tr>
<tr>
<td>STAT160  Management Statistics</td>
</tr>
<tr>
<td>STMG191  Introduction to Management</td>
</tr>
<tr>
<td><strong>YEAR 2</strong></td>
</tr>
<tr>
<td>ECON200  Macroeconomics and the Global Economy</td>
</tr>
<tr>
<td>FINA201  Finance</td>
</tr>
<tr>
<td>200 level or above</td>
</tr>
<tr>
<td>200 level or above</td>
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<tr>
<td>200 level or above</td>
</tr>
<tr>
<td>200 level or above</td>
</tr>
<tr>
<td><strong>YEAR 3</strong></td>
</tr>
<tr>
<td>300 level or above</td>
</tr>
<tr>
<td>300 level or above</td>
</tr>
<tr>
<td>300 level or above</td>
</tr>
</tbody>
</table>

Compulsory papers  Compulsory 1st major  Elective papers

**BBA(Fin) Conjoint Degree Requirements**

To complete the BBA(Fin) component of a conjoint degree, you must:

» Pass all the compulsory papers for the BBA(Fin) degree
» Complete the requirements for a first major as stated in the BBA(Fin) major requirements
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) (see note on next page)
» Take an Employment Skills Module (ESM)
Conjoint Degrees

» Enrol in at least one paper for each degree component per year
» Pass a minimum of 270 points

The 270 points requirement must include at least:
» 180 points at 200 level or above
» 60 points at 300 level or above
» 40 points at 200 level or above in a subject/s other than the major

Note: 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.

BECom AS PART OF A CONJOINT DEGREE

Degree Planner – Bachelor of Electronic Commerce (BECom) as part of a Conjoint Degree

BECom Conjoint Degree Requirements
To complete the BECom component of a conjoint degree, you must:
» Pass all the compulsory papers for the BECom degree
» Complete the requirements for a major in Electronic Commerce
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Enrol in at least one paper for each degree component per year
» Pass a minimum of 270 points

The 270 points requirement must include at least:
» 180 points at 200 level or above
» 60 points at 300 level or above

Note: 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.

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## BCS AS PART OF A CONJOINT DEGREE

### Degree Planner – Bachelor of Communication Studies (BCS) as part of a Conjoint Degree

<table>
<thead>
<tr>
<th>Year</th>
<th>Course Code</th>
<th>Course Title</th>
<th>Level</th>
<th>Level</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LING132</td>
<td>Introduction to Linguistic Communication</td>
<td></td>
<td>200 level</td>
<td>300 level</td>
</tr>
<tr>
<td></td>
<td>MCOM102</td>
<td>Introduction to Communication in a Digital Age</td>
<td></td>
<td>200 level</td>
<td>300 level</td>
</tr>
<tr>
<td></td>
<td>MCOM133</td>
<td>Introduction to Corporate Communication</td>
<td></td>
<td>200 level</td>
<td>300 level</td>
</tr>
<tr>
<td></td>
<td>MKTG151</td>
<td>Introduction to Marketing</td>
<td></td>
<td>200 level</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MMAC122</td>
<td>Diversity Management and Communication</td>
<td></td>
<td>200 level</td>
<td></td>
</tr>
<tr>
<td></td>
<td>STMG191</td>
<td>Introduction to Management</td>
<td></td>
<td>200 level</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MNGT100</td>
<td>Management and Sustainability</td>
<td></td>
<td>200 level</td>
<td></td>
</tr>
</tbody>
</table>

### BCS Conjoint Degree Requirements

To complete the BCS component of a conjoint degree, you must:

- Pass all the compulsory papers for the BCS degree
- Complete the requirements for a first major as stated in the BCS major requirements
- Pass a Writing Competency Module (WCM) (see note below)
- Take an Employment Skills Module (ESM)
- Enrol in at least one paper for each degree component per year
- Pass a minimum of 270 points

The 270 points requirement must include at least:

- 180 points at 200 level or above
- 60 points at 300 level or above

**Note:** 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.
BTour AS PART OF A CONJOINT DEGREE

Degree Planner – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))
as part of a Conjoint Degree

**At least three of these four**
- ACCT101 Accounting for Management
- ECON100 Business Economics and the NZ Economy
- MKTG151 Introduction to Marketing
- MSYS121 The World of Electronic Commerce

**YEAR 1**
- TOMG101 Introduction to Tourism and Hospitality
- TOST100 Introduction to Tourism Studies
- STMG191 Introduction to Management

**YEAR 2**
- 200 level or above
- 200 level or above
- 200 level or above
- 200 level or above

**YEAR 3**
- TOMG390* Directed Study
- 300 level or above
- 300 level or above
- 300 level or above

Compulsory papers
Compulsory 1st major
Elective papers
Compulsory field papers

*It may be possible to take MNGT396 Work Placement paper in place of TOMG390. Please contact the Department of Tourism and Hospitality Management for further information.

**BTour Conjoint Degree Requirements**

To complete the BTour(THMgt) component of a conjoint degree, you must:

» Pass all the compulsory papers for the BTour(THMgt) degree
» Complete the requirements for a first major as stated in the BTour(THMgt) major requirements
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Enrol in at least one paper for each degree component per year
» Pass a minimum of 270 points

The 270 points requirement must include at least:

» 180 points at 200 level or above
» 60 points at 300 level or above

**Note:** 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.
CERTIFICATES AND DIPLOMAS

CERTIFICATES

The Certificate provides a university qualification that requires a relatively short period of study and is targeted to meet particular educational needs. The Certificate can also provide a pathway to future study as it represents the first stage of undergraduate study, corresponding to the first year of a degree programme.

At the Waikato Management School you can choose from:

- Management (Cert(Mgt))
- Communication Studies (Cert(CS))
- Tourism (Cert(Tour))

### Certificates Planner

<table>
<thead>
<tr>
<th>CERTIFICATE IN MANAGEMENT</th>
<th>100 level</th>
<th>100 level</th>
<th>100 level</th>
<th>100 level</th>
<th>100 level or above</th>
<th>100 level or above*</th>
<th>100 level or above*</th>
</tr>
</thead>
<tbody>
<tr>
<td>CERTIFICATE IN COMMUNICATION STUDIES</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level or above*</td>
<td>100 level or above*</td>
<td>100 level or above*</td>
</tr>
<tr>
<td>CERTIFICATE IN TOURISM</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level</td>
<td>100 level or above*</td>
<td>100 level or above*</td>
<td>100 level or above*</td>
</tr>
</tbody>
</table>

- **Specialisation**
  - Electronic Commerce – select from BECom compulsory papers.
  - Financial Analysis – select from BBA compulsory papers.
  - Management Studies – select from BMS compulsory papers.
- **Required**
  - Select from BCS compulsory papers.
  - Select from BTour compulsory papers.

- **Elective papers**
  - *If three 200 level papers are completed you will only be required to take seven papers.*

### 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. The prerequisites for MSYS111 and STMG191 will be waived; however, if you wish to transfer to an undergraduate degree at a later stage then you may be required to complete the prerequisites. If you intend to use the Certificate to provide a pathway to a particular degree then you should seek the advice of the Management Student Centre (MSC) to ensure that your programme will meet the requirements of the degree you are considering.

[www.management.ac.nz](http://www.management.ac.nz)
Fields
The requirements for the Certificate make mention of fields, these are general areas of academic study. The Certificate fields include: Arts, Communication Studies, Law, Management, Māori and Pacific Development, Science, Social Sciences, Sport and Leisure Studies and Tourism.

The field of Management includes the following subject areas:

<table>
<thead>
<tr>
<th>Accounting</th>
<th>International Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agribusiness</td>
<td>Management communication</td>
</tr>
<tr>
<td>Economics</td>
<td>Marketing</td>
</tr>
<tr>
<td>Electronic Business</td>
<td>Public Relations</td>
</tr>
<tr>
<td>Electronic Commerce</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>Finance</td>
<td>Supply Chain Management</td>
</tr>
<tr>
<td>Hospitality Management</td>
<td>Tourism Management</td>
</tr>
<tr>
<td>Human Resource Management</td>
<td></td>
</tr>
</tbody>
</table>

Requirements for the Certificate in Management
To complete the Certificate in Management (Cert(Mgt)) you must:

» Pass 120 points at 100 level or above in the certificate fields
» Pass at least 90 points in the field of management (see Fields)
» Include a specialisation (75 points) in either Electronic Commerce, Financial Analysis or Management Studies

For the Electronic Commerce specialisation you must select at least 75 points from:

» COMP103, MCOM102, MKTG151, MSYS111, MSYS121, and/or STMG191

For the Financial Analysis specialisation you must select at least 75 points from:

» ACCT101, ECON100, MATH166, MSYS111, STAT160, STMG191, ECON200 and/or FINA201

For the Management Studies specialisation you must select at least 75 points from:

» ACCT101, ECON100, MKTG151, MSYS111, STAT160, STMG191, ECON200, FINA201, HRMG241, MCOM200 and/or MNGT221

Requirements for the Certificate in Communication Studies
To complete the Certificate in Communication Studies (Cert(CS)) you must:

» Pass 120 points at 100 level or above in the certificate fields
» Pass at least 90 points in the subjects Management Communication, Marketing and/or Public Relations
» Pass at least 75 points from the 100 level compulsory papers for the Bachelor of Communication Studies (BCS)

Requirements for the Certificate in Tourism
To complete the Certificate in Tourism you must:

» Pass 120 points at 100 level or above in the certificate fields
» Pass at least 90 points in the subjects Geography, Hospitality Management, Tourism Development and/or Tourism Management
» Take either TOMG101 or TOST100
» Pass at least 75 points from the compulsory papers for the Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt)) or the Bachelor of Tourism – Tourism and Society (BTour(T&Soc))
CERTIFICATES AND DIPLOMAS

DIPLOMAS

The Diploma provides a university qualification that requires a relatively short period of study and is targeted to meet particular educational needs. The Diploma can also provide a pathway to future study as it represents the second stage of undergraduate study, corresponding to the second year of a degree programme.

At the Waikato Management School you can choose from:

Management (Dip(Mgt))
Communication Studies (Dip(CS))
Tourism (Dip(Tour))

### Diplomas Planner

**DIPLOMA IN MANAGEMENT**

<table>
<thead>
<tr>
<th>200 level</th>
<th>200 level</th>
<th>200 level</th>
<th>200 level</th>
<th>100 level or above*</th>
<th>100 level or above*</th>
</tr>
</thead>
</table>

**DIPLOMA IN COMMUNICATION STUDIES**

<table>
<thead>
<tr>
<th>200 level*</th>
<th>200 level*</th>
<th>200 level</th>
<th>200 level</th>
<th>100 level or above*</th>
<th>100 level or above*</th>
</tr>
</thead>
</table>

**DIPLOMA IN TOURISM†**

<table>
<thead>
<tr>
<th>200 level</th>
<th>200 level</th>
<th>200 level</th>
<th>200 level</th>
<th>100 level or above*</th>
<th>100 level or above*</th>
</tr>
</thead>
</table>

- **Specialisation**
  - Electronic Commerce – select from Electronic Commerce papers.
  - Financial Analysis – select from accounting, economics and/or finance papers.
  - Management Studies – select from BMS compulsory papers.

- **Required**
  - Select from BCS major subject papers.
  - *At least 40 points must be from one subject area.
  - In addition to the papers shown above you will also take writing and computing modules.

- **Required**
  - Select from BTour major subject papers.
  - †Optional specialisation available in Tourism Management or Hospitality Management.

- **Elective papers**
  - *If three 200 level papers are completed you will only be required to take seven papers.*
Paper Requirements
You must pass at least 45 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. The prerequisites for MSYS111 and STMG191 will be waived; however, if you wish to transfer to an undergraduate degree at a later stage then you may be required to complete the prerequisites. If you intend to use the Diploma to provide a pathway to a particular degree then you should seek the advice of the Management Student Centre (MSC) to ensure that your programme will meet the requirements of the degree you are considering.

Fields
The requirements for the Diploma make mention of fields, these are general areas of academic study. The Diploma fields include: Arts, Communication Studies, Law, Management, Māori and Pacific Development, Science, Social Sciences, Sport and Leisure Studies and Tourism.

The field of Management includes the following subject areas:
- Accounting
- Agribusiness
- Economics
- Electronic Business
- Electronic Commerce
- Finance
- Hospitality Management
- Human Resource Management
- International Management
- Management Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management
- Tourism Management

Requirements for the Diploma in Management
To complete the Diploma in Management (Dip(Mgt)) you must:
- Pass 120 points at 100 level or above in the diploma fields
- Include at least 80 points at 200 level or above in the diploma fields
- Pass at least 80 points in the field of management (see Fields)
- Include a specialisation (80 points) in either Electronic Commerce, Financial Analysis or Management Studies
- Pass a Computer Competency Module (CCM)
- Pass a Writing Competency Module (WCM) in this or a prior qualification (see note below)

Note: 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.
CERTIFICATES AND DIPLOMAS

For the Electronic Commerce specialisation you must:
» Pass at least 80 points at 200 level or above from the subject Electronic Commerce
» Include MSYS121, COMP219 and MSYS212 (see note below)
» Choose your remaining papers from the list of electives for the Electronic Commerce major for the Bachelor of Electronic Commerce (BECom) (see note below)

Note: If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from the subject Electronic Commerce. The list of electives are found by looking under the subject Electronic Commerce, and finding the item Qualifications and Specific Subject Requirements, then locating the BECom Electronic Commerce major list of electives.

For the Financial Analysis specialisation you must:
» Pass at least 80 points at 200 level or above from the subjects Accounting, Economics and/or Finance
» Include ACCT101, ECON100, ECON200 and FINA201 (see note below)

Note: If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from the subjects Accounting, Economics and/or Finance.

For the Management Studies specialisation you must:
» Pass at least 80 points at 200 level or above
» Include ECON200, FINA201, HRMG241, MCOM200, MNGT221, STMG391 (see note below)

Note: If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from any other major subjects offered for the BMS.

Requirements for the Diploma in Communication Studies
To complete the Diploma in Communication Studies (Dip(CS)) you must:
» Pass 120 points at 100 level or above in the diploma fields
» Include at least 80 points at 200 level or above in the diploma fields
» Pass at least 80 points from the subjects Management Communication, Marketing and/or Public Relations
» Take at least 40 points at 200 level in one subject area
» Take LING132, MCOM102, MCOM133, SMST102 and MCOM220 (see note below)

Note: If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from Management Communication, Marketing and/or Public Relations.
**Requirements for the Diploma in Tourism**

To complete the Diploma in Tourism (Dip(Tour)) you must:

- Pass 120 points at 100 level or above in the diploma fields
- Include at least 80 points at 200 level or above in the diploma fields
- Pass at least 80 points from the subjects Geography, Hospitality Management, Tourism Development and/or Tourism Management

You may choose to take a specialisation in:

- Tourism Management
- Hospitality Management

To complete the Diploma in Tourism – Tourism Management specialisation you must include:

- TOMG200 Tourism Management and the Environment
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG203 Tourism Package Operations

And at least 30 points from the following list of electives:

- TOMG100 Tourism Product Design and Pricing
- TOMG101 Introduction to Tourism and Hospitality
- TOST100 Introduction to Tourism Studies

To complete the Diploma in Tourism – Hospitality Management specialisation you must include:

- 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 list of electives:

- TOMG100 Tourism Product Design and Pricing
- TOMG101 Introduction to Tourism and Hospitality
- TOST100 Introduction to Tourism Studies
GRADUATE CERTIFICATES

The Graduate Certificate provides the opportunity to complete a short specialised qualification that requires a relatively short period of study and can provide a pathway to future study.

Planner – Graduate Certificate (GradCert)

300 level or above
300 level or above
200 level*

Required
Elective papers
From one subject area.

*You may select 100 level papers. This choice would mean you need one more paper.

Qualification Requirements

To complete the Graduate Certificate you must select one of the subjects below:

- Accounting (GradCert(Acc))
- Economics (GradCert(Econ))
- Electronic Business (GradCert(EBus))
- Finance (GradCert(Fin))
- Human Resource Management (GradCert(HRM))
- International Management (GradCert(IntMgt))
- Management Communication (GradCert(MgtComm))
- Marketing (GradCert(Mrkt))
- Public Relations (GradCert(PR))
- Strategic Management (GradCert(StratMgt))
- Supply Chain Management (GradCert(SCM))
- Tourism and Hospitality Management (GradCert(THMgt))

And:
- Pass 60 points at 100 level or above
- Include at least 40 points at 300 level or above in one of the above listed subjects
- Meet any paper prerequisites unless a waiver is obtained

You may also be required to pass specific papers. To check, look under the chosen subject and find the item named Qualification and Specific Subject Requirements then locate the Graduate Certificate requirements for that subject.
GRADUATE DIPLOMAS

The Graduate Diploma provides the opportunity to complete a short specialised qualification that requires a relatively short period of study and can provide a pathway to future study.

Planner – Graduate Diploma (GradDip)

<table>
<thead>
<tr>
<th>300 level or above</th>
<th>300 level or above</th>
<th>300 level or above</th>
<th>300 level or above</th>
<th>200 level or above*</th>
<th>200 level or above*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Required</td>
<td>Elective papers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

From one subject area.

*You may select 100 level papers. This choice would mean you need one more paper.

In addition to the papers shown above you will also take a writing module.

Qualification Requirements

To complete the Graduate Diploma you must select one of the subjects below:

- Accounting (GradDip(Acc))
- Agribusiness (GradDip(AgBus))
- Economics (GradDip(Econ))
- Electronic Business (GradDip(EBus))
- Electronic Commerce (GradDip(ECom))
- Entrepreneurship and Innovation (GradDip(Entre&Inn))
- Finance (GradDip(Fin))
- Human Resource Management (GradDip(HRM))
- International Management (GradDip(IntMgt))
- Management and Sustainability (GradDip(MgtStn))
- Management Communication (GradDip(MgtComm))
- Marketing (GradDip(Mrkt))
- Public Relations (GradDip(PR))
- Strategic Management (GradDip(StratMgt))
- Supply Chain Management (GradDip(SCM))
- Tourism and Hospitality Management (GradDip(THMgt))

And:

» Pass 120 points at 100 level or above
» Include at least 80 points at 300 level or above in one of the above listed subjects
» Pass a Writing Competency Module (WCM) (see note below)
» Meet any paper prerequisites unless a waiver is obtained

You may also be required to pass specific papers. To check, look under the chosen subject and find the item named Qualification and Specific Subject Requirements then locate the Graduate Diploma requirements for that subject.

Note: 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.
CERTIFICATES AND DIPLOMAS

The University of Waikato at Tauranga

For 2010, Waikato Management School will be offering a selection of papers through the University of Waikato at Tauranga. These papers may be taken towards some subjects offered for the Graduate Diploma.

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

POSTGRADUATE CERTIFICATES

A Postgraduate Certificate provides a university qualification at the graduate level that requires a relatively short period of study and is targeted to meet particular educational needs.

Planner – Postgraduate Certificate (PGCert)

| 500 level | 500 level |

Required

From one subject area.

Qualification Requirements

To complete the Postgraduate Certificate you must select one of the subjects below:

- Accounting (PGCert(Acc))
- Agribusiness (PGCert(AgBus))
- Business Research (PGCert(BusRes)) (see note on next page)
- Economics (PGCert(Econ))
- Electronic Commerce (PGCert(ECom))
- Finance (PGCert(Fin))
- Human Resource Management (PGCert(HRM))
- International Management (PGCert(IntMgt))
- Management and Sustainability (PGCert(MgtStn))
- Management Communication (PGCert(MgtComm))
- Management Studies (PGCert(MgtSt)) (see note on next page)
- 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))

And:

» Pass 60 points at 500 level in one of the above listed subjects
» Meet any paper prerequisites unless a waiver is obtained

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You may also be required to pass specific papers. To check, look under the chosen subject and find the item named Qualification and Specific Subject Requirements then locate the Postgraduate Certificate requirements for that subject.

*Note: Offered by the Waikato Management School Centre for Corporate & Executive Education, please see the Centre for Corporate & Executive section for further information.*

### POSTGRADUATE DIPLOMAS

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

#### Planner – Postgraduate Diploma (PGDip)

<table>
<thead>
<tr>
<th>500 level</th>
<th>500 level</th>
<th>500 level</th>
<th>500 level</th>
</tr>
</thead>
</table>

- **Required**
- **Elective papers**

*From one subject area.*

#### Qualification Requirements

Normally, your individual Postgraduate Diploma programme will be worked out in conjunction with an adviser from the Management Student Centre and the Department’s Graduate Convenor.

To complete the Postgraduate Diploma you must select one of the subjects below:

- Accounting (PGDip(Acc))
- Agribusiness (PGDip(AgBus))
- Business Futures and Leadership (PGDip(BusF&L))
- Economics (PGDip(Econ))
- 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(MgtStn))
- Management Communication (PGDip(MgtComm))
- Management Studies (PGDip(MgtSt)) (see note on next page)
- Marketing (PGDip(Mrkt))
- Personal Financial Planning (PGDip(PFP)) (see note on next page)
- Public Relations (PGDip(PR))
- Social Enterprise (PGDip(SocEnt))
- Strategic Management (PGDip(StratMgt))
- Tourism and Hospitality Management (PGDip(THMgt))
CERTIFICATES AND DIPLOMAS

And:
» Pass 120 points at 500 level in one of the listed subjects on the previous page
» Meet any paper prerequisites unless a waiver is obtained
» Submit a Portfolio of Achievement

With approval from the relevant Graduate Convenor you may be allowed to:
» Take up to 30 points from another graduate subject

You may also be required to pass specific papers. To check, look under the chosen subject, and find the item named Qualification and Specific Subject Requirements then locate the Postgraduate Diploma requirements for that subject.

Note: Offered by the Waikato Management School Centre for Corporate & Executive Education, please see the Centre for Corporate & Executive section for further information.

Papers
As it is necessary for you to have a significant background in your subject discipline, you are normally required to have a grade average of at least ‘B/B+’ in your undergraduate papers for your chosen subject, for you to take a 500 level paper in that subject for the Postgraduate Diploma, Approval to take 500 level papers is given by the Graduate Convenor of the relevant department.

Distinction
If you achieve at least an A- grade point average for your Postgraduate Diploma papers you may be awarded the Postgraduate Diploma with distinction.

Portfolio of Achievement
Near the completion of the Postgraduate Diploma programme you will be required to submit a Portfolio of Achievement made up by selecting your best work in the papers taken for the diploma.

Your Portfolio will contain work that has already been completed and assessed that you believe best represents the central learning objectives of the qualification. The Portfolio should consist of a minimum of three assessment items. These three items should be draw from at least two papers.

If you have completed a dissertation then different chapters or sections of work can be submitted as separate items of assessment.

The Portfolio of Achievement must be submitted online, and will be available for you to use to demonstrate your prowess and impress your future employer.
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 or professional area, 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.

Planner – Master of Management Studies (MMS')

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>Graduate Research Methodology</th>
<th>Dissertation or Thesis*</th>
<th>500 level*</th>
<th>500 level*</th>
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<tr>
<td></td>
<td>30 points</td>
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</tbody>
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<table>
<thead>
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<th>YEAR 2</th>
<th>500 level*</th>
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<td>30 points</td>
<td>30 points</td>
<td>30 points</td>
</tr>
</tbody>
</table>

*If 15 point papers are selected as part of this programme then extra papers will be required to complete the degree.

*Dissertation or thesis (up to four papers).

Degree Requirements

The completion requirements for this degree are dependent upon your admission criteria.

All students are required to select one of the subjects below:

- Accounting
- Agribusiness
- Applied Economics and Finance
- Business Futures and Leadership
- Economics
- Finance
- Human Resource Management
- International Management
- Management and Sustainability
- Management Communication
- Management Systems
- Marketing
- Public Relations
- Social Enterprise
- Strategic Management
- Tourism and Hospitality Management
- Tourism and Hospitality Management – Visitor Management
MASTER OF MANAGEMENT STUDIES

If your admission was based upon having a BMS, BBA, BECom, BCS, BTour, or equivalent, then to complete the MMS degree you must:

» Pass 240 points at 500 level
» Pass at least 120 points in one of the listed subjects on the previous page
» Include at least a 15 point research methodology paper
» Take a dissertation or thesis
» Achieve at least a B+ grade average for the first 120 points (see note below)
» Submit a Portfolio of Achievement
» Take no more than 60 points in subjects not listed on the previous page

Note: If a B+ grade average is not achieved then you may be eligible to graduate with a Postgraduate Diploma, but you will not be permitted to continue with the MMS.

If your admission was based upon having an honours or postgraduate diploma qualification, then to complete the MMS degree you must:

» Pass 120 points at 500 level
» Pass at least 60 points in one of the listed subjects on the previous page
» Include at least a 15 point 500 level research methodology paper (unless previously completed)
» Take a directed study, dissertation or thesis
» Submit a Portfolio of Achievement
» Take no more than 30 points in subjects not listed on the previous page

Some subjects also have some specific paper requirements. To check, look under the chosen subject and find the item named Qualifications and Specific Subject Requirements, then locate the MMS requirement for that subject.

If you fail a paper (not worth more than 30 points) then you may repeat the paper or take an alternative paper on one occasion only. If you fail more than 30 points you will not be permitted to proceed with the degree.

Portfolio of Achievement

Near the completion of the MMS degree you will be required to submit a Portfolio of Achievement made up by selecting your best work in the papers taken for the diploma.

Your Portfolio will contain work that has already been completed and assessed that you believe best represents the central learning objectives of the qualification. The Portfolio should consist of a minimum of three assessment items. These three items should be drawn from at least two papers.

If you have completed a dissertation then different chapters or sections of work can be submitted as separate items of assessment.

The Portfolio of Achievement must be submitted online, and will be available for you to use to demonstrate your prowess and impress your future employer.
Fast Track Masters

An Accelerated MMS Programme

Students with an undergraduate degree without honours would normally need to study for two more academic years to complete a programme leading to a masters 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 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.

Typical programme structures are shown in the following table.

Fast Track Programme Structure Options for New Students

<table>
<thead>
<tr>
<th>SUMMER # 1</th>
<th>A SEMESTER (SPRING)</th>
<th>B SEMESTER (WINTER)</th>
<th>SUMMER # 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPTION 1</td>
<td>Research Methodology Paper</td>
<td>2 Taught Papers</td>
<td>2 Taught Papers</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Dissertation 60 points</td>
</tr>
<tr>
<td>OPTION 2</td>
<td>Research Methodology Paper</td>
<td>2 Taught Papers</td>
<td>2 Taught Papers</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Thesis 90 points</td>
</tr>
<tr>
<td>OPTION 3</td>
<td>Research Methodology Paper</td>
<td>1 Taught Paper</td>
<td>2 Taught Papers</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Thesis 120 points</td>
</tr>
</tbody>
</table>

Entry into the fast-track programme does not automatically imply entry into specific papers; you will need to consult with departmental graduate convenors and/or a MSC representative for information and advice.

Class of Honours

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7)
» Second Class (first division) Honours (equivalent to a GPA of 6)
» Second Class (second division) Honours (equivalent to a GPA of 5)

If awarded, the class of honours will be determined on the basis of your grades for all of your papers.
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.

**Degree Requirements**

The completion requirements for this degree are dependent upon your admission criteria.

If your admission was based upon having a BECom, or equivalent, then to complete the MECom degree you must:

- Pass 240 points at 500 level
- And for the first 120 points for the degree
  - Include a 500 level research methodology paper
  - Include at least 30 points in research (dissertation or thesis)
  - Achieve at least a B+ grade average for the first 120 points (see note below)
- And for the last 120 points for the degree
  - Take either MSYS592, MSYS593 or MSYS594 in the last 120 points

**Note:** If a B+ grade average is not achieved then you may be eligible to graduate with a Postgraduate Diploma in Electronic Commerce, but you will not be permitted to continue with the MECom.

If your admission was based upon having a BECom(Hons) or Postgraduate Diploma, then to complete the MECom degree you must:

- Pass 120 points at 500 level
- Take MSYS592, MSYS593, or MSYS594
- Take no more than 30 points outside of the subject Electronic Commerce

This degree has some specific paper requirements, look under Electronic Commerce and find the item named Qualifications and Specific Subject Requirements, then locate the MECom requirement.

If you fail a paper (worth not more than 30 points) then you may repeat the paper or take an alternative paper on one occasion only. If you fail more than 30 points you will not be permitted to proceed with the degree.

[www.management.ac.nz](http://www.management.ac.nz)
Class of Honours
The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7)
» Second Class (first division) Honours (equivalent to a GPA of 6)
» Second Class (second division) Honours (equivalent to a GPA of 5)

If awarded, the class of honours will be determined on the basis of your grades for all of your papers.

RESEARCH AND METHODOLOGY PAPERS

There are four types of research papers: Methodology, Directed Study, Dissertation, and Thesis papers.

Research Methodology Papers
Methodology papers are required for some qualifications and are required before undertaking a Dissertation or Thesis. The table below lists the methodology papers and demonstrates their 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>
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<tbody>
<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>
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<td>✓</td>
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<tr>
<td>Econometric Analysis</td>
<td>ECONS04</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Econometrics: Directed Reading*</td>
<td>ECONS43</td>
<td>Yes</td>
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<tr>
<td>Research Methods in Economics and Finance*</td>
<td>ECONS44</td>
<td>Yes</td>
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<tr>
<td>Communication Research Methods</td>
<td>MCOM530</td>
<td>Yes</td>
<td>✓</td>
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<tr>
<td>The Research Process: Marketing</td>
<td>MKTG507</td>
<td>Yes</td>
<td>✓</td>
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<tr>
<td>Research Methods in Management Studies</td>
<td>MNGT501</td>
<td>No</td>
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<tr>
<td>Management Systems Research</td>
<td>MSYS551</td>
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<tr>
<td>Practicum: Social Enterprise</td>
<td>SCEN503</td>
<td>Yes</td>
<td>✓</td>
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<tr>
<td>Business Research Methods</td>
<td>STMG502</td>
<td>No</td>
<td>✓</td>
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</tr>
<tr>
<td>Research Methods in Tourism and Hospitality</td>
<td>TOMG506</td>
<td>Yes</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</tbody>
</table>

*15 point paper only.
RESEARCH AND METHODOLOGY PAPERS

DIRECTED STUDY

For a Directed Study paper you will be expected to 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.

You can take a 500 level Directed Study for most honours degrees, postgraduate diplomas or the MMS.

If you are intending to enrol in ACCT590 then you are encouraged to complete a research methods paper before commencing this paper.

All students are encouraged to seek Graduate Convenor approval to enrol for a 590, and Chairperson approval for any other level Directed Study.

DISSERTATION OR THESIS

Dissertations and/or thesis papers are required for some qualifications. A Dissertation is either 30 or 60 points and a Thesis is either 90 or 120 points. The first step before 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
- **Finance**: Dr Sazali Abadin
- **Hospitality Management**: Associate Professor Asad Mohsin
- **Human Resource Management**: Dr John Gilbert, Bobbie Wisneski
- **International Management**: Dr Michèle Akooie
- **Management and Sustainability**: Dr Frank Scrimgeour
- **Management Communication**: Dr Nittaya Campbell
- **Management Systems**: Associate Professor Chuda Basnet
- **Marketing**: Associate Professor Carolyn Costley, Associate Professor Lorraine Friend
- **Public Relations**: Dr Michèle Schoenberger-Orgad, Professor Juliet Roper
- **Social Enterprise**: Associate Professor Maria Humphries
- **Strategic Management**: Dr Eva Collins, Bobbie Wisneski
- **Tourism Management**: Associate Professor 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 named ‘Guidelines for Dissertations (591 and 592) and Theses (593 and 594)’. Both you and your supervisor should each keep 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.

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

www.management.ac.nz
30 Point Dissertations (591)
You will need to complete a research methodology paper before enrolling in this paper.

The 591 is a directed piece of inquiry written up as a research report. You would enrol in this type of paper when your research project is not of a type or scope that would normally be undertaken as a longer dissertation or thesis. If an external organisation is involved, then you will be responsible for ensuring that any special requirements of that organisation are met. However, your 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 your 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 your 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 your 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) as a 499 or 599 is part of the requirements of the degree.

60 Point Dissertations (592) and 90 and 120 Point Theses (593, 594)
You will need to complete a research methodology paper before enrolling in any of these papers.

These papers 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 60 point 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 are commonly undertaken for dissertation/thesis research include:

- **Theoretical Projects:** 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.

- **Archival/Textual Projects:** 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.

- **Empirical Projects:** Probably the majority of management dissertations/theses are empirical. They are either based on the researcher’s observations of the business world or draw on largely quantitative information from publicly available databases. To qualify as ‘research’, these observations must be both systematic, ie 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 (120 points) 52,000 words
- Thesis (90 points) 39,000 words
- Dissertation (60 points) 26,000 words

A draft dissertation or thesis should be submitted to your supervisor no later than one month before the final date for completion of the project. This date is recorded on the learning agreement, which will be completed before the project is begun. Extensions will only be granted within the appropriate University of Waikato Calendar regulations and are not automatic. Enrolment periods are for either 26 or 52 weeks. Theses may be studied either full-time over 52 weeks or part-time over a longer period.

On completion of:

- Theses (593/594), three hard bound copies and one digital copy of the thesis should be submitted to the University Assessment Office in the Gateway (see Dissertations and Theses regulations in the University of Waikato Calendar for further details).
- Dissertations (592), two spiral bound copies and one digital copy of the dissertation should be delivered to the appropriate Chairperson of the Department who will then transmit it to the examiners.

The University of Waikato Calendar sets out the regulations governing the presentation of theses and dissertations. You 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 your 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.
Doctor of Philosophy

Two postgraduate research degrees are offered at the University of Waikato and supervised within the Waikato Management School: The Doctor of Philosophy (PhD) and the Master of Philosophy (MPhil).

Waikato Management School has an active 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 doctoral-qualified supervisory staff. 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 under University regulations, applicants to the PhD or the MPhil must have qualified for the award of a bachelors 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 research 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 (or equivalent) may provide an entry pathway into the PhD.

If English is not your first language, then you will need 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 of Waikato Calendar. Current practice and interpretations of those regulations can be found under Postgraduate Studies, available through the website: www.waikato.ac.nz/sasd/postgraduate Further information is also available through the University's international website page including the Supplementary PhD application form (Become a Student: How to Apply): www.waikato.ac.nz/international

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 next page) 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 whose names and contact numbers can be found in the section named Contacting Staff. They can guide you on important academic, supervisory and some administrative issues.
DOCTOR OF PHILOSOPHY

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 whose research interests align with your own 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 study. 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 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 research (approximately 10 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
Phone: +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 page 84 under Ethics Approval). (For a MPhil, a detailed research plan and ethics approval 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 and the Chairperson of your Department also comment on your progress prior to you having to submit your report to the Doctoral Studies Convenor for review and submission to Postgraduate Studies.

If either you or your supervisors indicate that there are problems, then the Doctoral Studies Convenor may request a meeting between you and your supervisor(s) 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 University Postgraduate Studies Committee must ultimately approve such changes.
Should you seek to make a change to supervision, major change in topic, or require a suspension or extension then you are responsible for submitting the Change of Conditions form (available from the Postgraduate Studies Office). The availability of a suspension or extension is restricted. All such changes should be discussed with your supervisors, in the first instance, and/or your Chairperson and/or the Waikato Management School’s Doctoral Studies Convenor if needed.

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: +64 7 856 2889 extn 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’s research home page 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 indicate your intent to apply for ethics consent in your PhD application and apply for approval once enrolled. 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’.
MASTER OF BUSINESS ADMINISTRATION

The Waikato MBA is designed to introduce practising managers to research at the frontiers of knowledge and to prepare them for leadership positions in organisations in New Zealand or overseas. The degree incorporates a comprehensive programme that develops the skills and knowledge required for effective management. It emphasises leadership, sustainability, value creation and international connectedness. The goal of the programme is to prepare participants for senior management roles and to develop future business leaders.

The Waikato MBA requires the equivalent of two years of full-time study, but is available in a number of part-time formats.

Degree Requirements

The completion requirements for this degree are dependent upon your admission criteria.

If your admission was based upon having a bachelors degree; or demonstrated adequate training, experience and ability then you must:

» Pass 240 points at 500 level
» Achieve at least a B+ grade average over Part One (see note below)
» Fail no more than one paper

Note: If a B+ grade average is not achieved then you may be eligible to graduate with a Postgraduate Diploma in Management Studies, but you will not be permitted to continue with the MBA.
If your admission was based upon having a BMS(Hons) or a PGDip(MgtSt) then you must:

» Pass 120 points at 500 level in the papers prescribed for Part Two
» Relinquish your PGDip(MgtSt) prior to graduating from the MBA to receive credit for Part One papers
» Fail no more than one paper

If you fail any paper then you may be required to undertake additional assessment to improve your grade to a pass on one occasion only. If you fail more than once then you will not be permitted to proceed with the degree.

POSTGRADUATE DIPLOMA IN MANAGEMENT STUDIES

The Postgraduate Diploma in Management Studies (PGDip(MgtSt)) provides you with a comprehensive introduction to the skills and knowledge required for effective management. 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. The PGDip(MgtSt) can also be used as credit for Part One of the MBA if you meet the MBA admission requirements and relinquish your PGDip(MgtSt) prior to graduation from the MBA.

### Planner – Postgraduate Diploma in Management Studies (PGDipMgtSt)

<table>
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<tr>
<th>Paper Code</th>
<th>Paper Title</th>
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<td>EXLD505</td>
<td>Strategic Intent</td>
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<tr>
<td>EXLD506</td>
<td>Operations and Supply Chain Management</td>
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<td>EXLD507</td>
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<td>EXLD525</td>
<td>Managerial Economics and the Global Business Environment</td>
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<td>EXLD526</td>
<td>Financial and Managerial Accounting</td>
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<td>EXLD527</td>
<td>Management Communication, Negotiation and Conflict Resolution</td>
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<td>EXLD528</td>
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Subject to the approval of the Director of the MBA, up to 30 points may be taken in place of the above papers from other 500 level papers offered by the University of Waikato.

### Qualification Requirements

To complete the PGDip(MgtSt) you must pass 120 points at 500 level as prescribed in the planner.
No longer is it necessary for you to have extensive management experience to undertake a comprehensive programme in management at the graduate level. Our new Master of Business and Management (MBM) has been designed for students who have an undergraduate qualification who wish to prepare for a career in management.

The MBM is an exciting opportunity waiting to be seized. This degree will provide you with graduate level training in the core areas required for effective management. It will help you develop an understanding of the business environment, and develop the skills required for leadership and entrepreneurship.

### Degree Requirements

The completion requirements for this degree are dependent upon your admission criteria.

If your admission was based upon having a Bachelors degree then you must:

» Pass 240 points at 500 level

» Achieve at least a B+ grade average over Part One (see note below)

**Note:** *If a B+ grade average is not achieved then you may be eligible to graduate with a Postgraduate Diploma in Management, but you will not be permitted to continue with the MBM.*

If your admission was based upon having a BMS(Hons) then you must:

» Pass 120 points at 500 level in the papers prescribed for Part Two

If you fail any paper then you may be required to undertake additional assessment to improve your grade to a pass on one occasion only. If you fail more than once then you will not be permitted to proceed with the degree.

---

**Planner – Master of Business and Management (MBM)**

<table>
<thead>
<tr>
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**Elective papers**

Elective to be chosen from a prescribed list of papers.
POSTGRADUATE CERTIFICATE IN BUSINESS RESEARCH

The Postgraduate Certificate in Business Research (PGCert(BusRes)), when taken through the Centre for Corporate & Executive Education, is aimed at business masters graduates who wish to undertake advanced business research or proceed to doctoral study. It requires two methodology papers (60 points). Alternatively, this certificate may be taken through the School. Please contact the Management Student Consultant – Graduate for further details.

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.

Certificate Requirements
To complete the PGCert(BusRes) you are required to pass 60 points at 500 level.

POSTGRADUATE CERTIFICATE IN MANAGEMENT STUDIES

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

The PGCert(MgtSt) programme can either be web-based, which includes face to face sessions and weekly 'e-chats', or involve a series of workshops and workplace-based projects.

Certificate Requirements
To complete the PGCert(MgtSt) you are required to pass 60 points at 500 level. Where the papers taken correspond to those in the Postgraduate Diploma in Management Studies (PGDip(MgtSt)), they may be transferred to the diploma on completion though you will be required to relinquish your certificate prior to graduation from the PGDip(MgtSt).
POSTGRADUATE DIPLOMA IN PERSONAL FINANCIAL PLANNING

The Postgraduate Diploma in Personal Financial Planning (PGDip(PFP)) 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.

Diploma Requirements
To complete the requirements of the PGDip(PFP) you must:
» Pass 120 points at 500 level
» Take EXEC530, EXEC531, EXEC532, EXEC533, EXEC534, EXEC535, EXEC536, and EXEC537

Contact Details
For further information on any of these qualifications, please contact:
CENTRE FOR CORPORATE & EXECUTIVE EDUCATION
Waikato Management School
Phone: +64 7 838 4198
Fax: +64 7 838 4675
Email: execed@waikato.ac.nz
Website: www.execed.ac.nz
ACCOUNTING

INTERESTS

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

CAREERS

» Auditor
» Business Consultant
» Company Accountant
» Financial Controller
» Financial Accountant
» Finance Manager
» Management Accountant
» Taxation Adviser

EMPLOYERS

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

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE ACCOUNTING?

Accounting is a common language of business and underpins almost all business and organisational activities. Accountants often hold high-level management positions where financial control, decision making, legal compliance and leadership skills are essential.

Financial accountants process and communicate financial information for all stakeholders; management accountants prepare data for management decisions; tax accountants provide tax compliance advice, and auditors check the financial reporting of organisations. Commercial law and how it relates to the conduct of business in New Zealand is also relevant to accountants. Study accounting at Waikato and any of these careers are possible.

Waikato Management School was rated top in New Zealand for its accounting and finance research in the Tertiary Education Commission’s 2007 assessment of tertiary research. Learn from the best at a school where the academic requirements of the New Zealand Institute of Chartered Accountants (NZICA) can be met with an appropriate selection of papers which can normally be completed within the BMS, the BBA(Fin) and the Graduate Diploma or the BBA(Hons) (Fin). In addition, the academic requirements of the NZICA (ACA), CPA Australia or ACCA accountancy professional institutions may also be satisfied through the BBA(Fin) degree.

Even if Accounting is not listed as available for your qualification you may still be able to take it as a second major. Regulatory information for this subject is located under the heading: Qualification and Specific Subject Requirements.

Complementary areas of study might include; Management Systems; Finance; Law.
# AVAILABLE PAPERS IN 2010

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<th>BBA(Fin)</th>
<th>BBA(Hons)(Fin)</th>
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<td>ACCT594</td>
<td>C</td>
<td>Accounting Thesis</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
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<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>
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</tbody>
</table>

## CONTACTS FOR THE DEPARTMENT OF ACCOUNTING

**DR MARY LOW – UNDERGRADUATE CONVENOR**

Location: MSB3.38L  
Phone: +64 7 838 4466 extn 8746  
Email: lai@waikato.ac.nz

**DR MARTIN KELLY – GRADUATE CONVENOR**

Location: MSB3.36  
Phone: +64 7 838 4466 extn 8653  
Email: kelly@waikato.ac.nz
ACCOUNTING

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: +64 7 577 0620
Fax: +64 7 577 5313
Email: fhullah@waikato.ac.nz

**PROFESSOR HOWARD DAVEY**
Department of Accounting,
Waikato Management School
Phone: +64 7 838 4441
Fax: +64 7 838 4332
Email: hdavey@waikato.ac.nz

**MRS PAT PIPER**
Department of Accounting,
Waikato Management School
Phone: +64 7 838 4305
Fax: +64 7 838 4332
Email: ppiper@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

**Accounting**

Available papers are listed in the table on page 91.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

- At least 60 points (at least 3 papers) above 200 level
- 40 points (at least 2 papers) above 300 level
- ACCT231 Management Accounting: Accounting for Organisational Control (see note below)
- ACCT301 Accounting Theory
- ACCT302 Financial Accounting

**Note:** If you have taken ACCT231 to replace HRMG241 as a core paper for the BMS then you can’t count it towards your major; you must instead choose a different Accounting paper.

Current CA requirements follow this section.
Bachelor of Management Studies with Honours (BMS(Hons))

Accounting
Available papers are listed in the table on page 91.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» ACCT231 Management Accounting: Accounting for Organisational Control (see note below)
» ACCT301 Accounting Theory
» ACCT302 Financial Accounting

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

Note: Students who have taken ACCT231 to replace HMRG241 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
Available papers are listed in the table on page 91.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» ACCT202 Intermediate Financial Accounting
» ACCT231 Management Accounting: Accounting for Organisational Control
» ACCT313 Accounting Information Technology and Systems

And if Accounting is your first major you must also choose an applied project, work experience or business applications paper from:
» ACCT351 Taxation
» ACCT399 Applied Project in Accounting
» ACCT412 Organisations and Society

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

Accounting
Available papers are listed in the table on page 91.
You must pass 120 points at 500 level and include:
» Either ACCT591 Accounting Dissertation or ACCT592 Accounting Dissertation
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.
Second Major for other degrees

Accounting
If you are enrolled in an undergraduate degree that doesn't list Accounting as a major subject you may normally still take it as a second major.
Available papers are listed in the table on page 91.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» ACCT209 Accounting and Managerial Decision Making
» Either ACCT202 Intermediate Financial Accounting or ACCT231 Management Accounting: Accounting for Organisational Control

Graduate Certificate (GradCert)

Accounting (GradCert(Acc))
You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level
Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Accounting (GradDip(Acc))
Available papers are listed in the table on page 91.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» ACCT209 Accounting and Managerial Decision Making (see note below)
Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.
Note: This paper may be waived if an approved equivalent accounting package is already held.

Postgraduate Certificate (PGCert)

Accounting (PGCert(Acc))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)

Accounting (PGDip(Acc))
Available papers are listed in the table on page 91.
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

Master of Management Studies (MMS)

Accounting
Available papers are listed in the table on page 91.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study

www.management.ac.nz
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

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

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 a combination of the BBA(Fin) and a 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 extn 4441
Dr Mary Low MSB3.38L extn 8746

For those students who commenced their study prior to 2009, please see the relevant NZICA requirements on the Department of Accounting webpage. The 2009 NZICA requirements have been provided as an illustration. Please ensure you obtain the 2010 requirements brochure from the Department of Accounting or Management Student Centre.
2009 NZICA REQUIREMENTS

Students must complete a minimum of 4 liberal papers within their four-year programme (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 120 points normally four (4), 500 level Accounting papers.

All Accounting majors may replace the compulsory paper 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 and ACCT302</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Financial Accounting and Accounting Theory</td>
<td></td>
</tr>
<tr>
<td>Advanced Management Accounting</td>
<td>ACCT331/431 or ACCT531</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Management Accounting and Advanced Management Accounting</td>
<td></td>
</tr>
<tr>
<td>Auditing</td>
<td>ACCT341</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Auditing</td>
<td></td>
</tr>
<tr>
<td>Taxation</td>
<td>ACCT351</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Taxation</td>
<td></td>
</tr>
<tr>
<td>Economics</td>
<td>ECON100</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>Business Economics and the New Zealand Economy</td>
<td></td>
</tr>
<tr>
<td>Organisational Management</td>
<td>STMG191 or HRMG241</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>Introduction to Management and Organisational Behaviour</td>
<td></td>
</tr>
<tr>
<td>Business Finance/Treasury</td>
<td>FINA201</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>Finance</td>
<td></td>
</tr>
<tr>
<td>Statistics</td>
<td>STAT160</td>
<td>L</td>
</tr>
<tr>
<td></td>
<td>Management Statistics</td>
<td></td>
</tr>
<tr>
<td>Accounting Information Systems</td>
<td>ACCT313 or (MSYS111) and (ACCT102) (and ACCT231)</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Accounting Information Technology and Systems and E-Business and Supply Chain Management</td>
<td></td>
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<tr>
<td></td>
<td>Introductory Financial Accounting and Management Accounting: Accounting for Organisational Control</td>
<td></td>
</tr>
<tr>
<td>Commercial Law</td>
<td>MNGT221 and ACCT321 and ACCT322</td>
<td>½B /½L</td>
</tr>
<tr>
<td></td>
<td>Business Law, Ethics, Sustainability, and the Treaty of Waitangi or LAWS204 Contracts and Commercial Law or LAWS426 Commercial Transactions</td>
<td></td>
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<tr>
<td></td>
<td>Commercial Law or LAWS426 Commercial Transactions and Law of Business Enterprises or LAWS305 Corporate Entities</td>
<td></td>
</tr>
</tbody>
</table>

*Two further 300 level accounting or business papers.* The completion of auditing, taxation, business finance/treasury or accounting information systems at 300 level can be considered towards this requirement.
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; corporate governance; CSR; sustainable business; philosophy of management.

**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 Mary Low's** research interests include accounting education issues; accounting/business and professional ethics; corporate governance, corporate social responsibility, and in general also research on external reporting and financial accounting issues.

**Dr Grant Samkin's** current research interests centre on financial accounting issues and the accounting standard setting process, and non-financial disclosures. He also conducts research in accounting education and accounting history.

**Dr Helen Samujh's** research interests are the interface between accountants and Small and Medium Enterprises (SMEs); international accounting standards for SMEs; sustainability of small businesses; micro-business learning, survival and contribution; international standardisation – especially Asian countries in transition; external reporting and financial accounting.

**Dr Stephen Schollum's** research interests are business regulation – accountability, compliance and disclosure; applied small business and commercial practices; government steering mechanisms for business and professions; real estate and professional reform initiatives.

**Dr Umesh Sharma's** research interests include management accounting and control systems change using institutional theory perspective. His other research interests are in the areas of new public management, balanced scorecard and total quality management.

**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.
ACCOUNTING

PAPER DETAILS FOR 2010

ACCT101-10A (HAM), 10B (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(s): Dr Mary Low
Internal assessment/Exam ratio: 1:1
Restriction(s): ACCT209

Note: The NZICA Prize in Accounting for Management is awarded to the top student of the year in this paper. The ACCA prize is awarded to the group achieving the highest mark for the compulsory Company Project each semester.

ACCT102-10S (HAM), 10A (HAM), 10B (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.

For Semester 10A (HAM) and 10B (HAM)
Convenor(s): Dr Umesh Sharma

For Semester 10S (HAM)
Convenor(s): To be advised
Internal assessment/Exam ratio: 3:2
Restriction(s): ACCT209

ACCT202-10S (HAM), 10A (HAM), 10B (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 NZIFRS, 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 10A (HAM)
Convenor(s): Dr Helen Samujh

For Semester 10B (HAM) and 10S (HAM)
Convenor(s): Mr Murugesh Arunachalam
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ACCT101 and 16 credits at Level 3 in NCEA Accounting, or ACCT101 and ACCT102, or ACCT209, or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA Accounting, or at the discretion of the Chairperson of Department

Note: The NZICA prize in Financial Accounting and the ACCA prize in Intermediate Financial Accounting are awarded to the top student of the year in this paper.
ACCT209-10S (HAM), 10A (HAM), 10B (HAM)

Accounting and Managerial Decision Making (Points: 20)

This paper is designed as a foundation for those wishing to commence or continue their studies in Accounting with a Graduate Diploma.

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.

For Semester 10A (HAM) and 10B (HAM)
Convenor(s): Dr Umesh Sharma

For Semester 10S (HAM)
Convenor(s): To be advised
Internal assessment/Exam ratio: 7:3
Restriction(s): ACCT101 and ACCT102

Note: This paper is not available to students enrolled in the Bachelor of Management Studies or the Bachelor of Business Analysis – Financial.

MNGT221-10A (HAM), 10B (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(s): Dr Brennan Allen
Internal assessment/Exam ratio: 1:1
Prerequisite(s): STMG191

ACCT231-10A (HAM), 10B (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 10A (HAM)
Convenor(s): Prof Stewart Lawrence

For Semester 10B (HAM)
Convenor(s): AProf David Coy
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ACCT101 or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA Accounting, or ACCT209 (for non-BMS students)

Note: The Staples Rodway Award is awarded to the student gaining the highest marks during the year in this paper. Also, 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.
ACCOUNTING

ACCT301-10A (HAM), 10A (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(s): Prof Howard Davey

Internal assessment/Exam ratio: 2:3

Prerequisite(s): ACCT202

Restriction(s): ACCT401

Note: The Grant Thornton Prize in Accounting Theory is awarded to the top student of the year in this paper.

ACCT302-10S (TGA), 10B (HAM), 10B (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(s): Dr Grant Samkin

Internal assessment/Exam ratio: 1:1

Prerequisite(s): ACCT202

Note: The PricewaterhouseCoopers prize in Financial Accounting is awarded to the top student of the year in this paper.

ACCT313-10B (HAM), 10B (TGA)

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, and accounting packages.

Convenor(s): AProf David Coy

Internal assessment/Exam ratio: 1:1

Prerequisite(s): ACCT202 or ACCT231

Restriction(s): ACCT413

Note: The PricewaterhouseCoopers prize in Accounting Information Technology and Systems is awarded to the top student of the year in this paper.

ACCT321-10A (HAM), 10A (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(s): Dr Stephen Schollum

Internal assessment/Exam ratio: 1:2

Prerequisite(s): MNGT221
ACCT322-10B (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(s):* Dr Stephen Schollum  
*Internal assessment/Exam ratio:* 1:2  
*Prerequisite(s):* MNGT221  
*Restriction(s):* ACCT422

**Note:** The Chartered Secretaries of New Zealand Prize in Business Law is awarded to the top student of the year in this paper.

ACCT324-10B (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(s):* Dr Stephen Schollum  
*Internal assessment/Exam ratio:* 3:2

ACCT331-10A (HAM), 10A (TGA)

**Management Accounting** *(Points: 20)*

This paper critically examines current theory and research in management accounting. The implications for the design of management accounting systems, and for planning, control and performance measurement in both the for-profit and not-for-profit sectors are discussed.

*Convenor(s):* Prof Ian Eggleton  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisite(s):* ACCT231  
*Restriction(s):* ACCT431

ACCT332-10B (HAM)

**Financial Management** *(Points: 20)*

This paper develops understanding of important issues with regards to financial management and decision making and how crucial this area is with regards to the impact that financial decisions will have on the creation of financial value of organisations.

*Convenor(s):* Dr Mary Low  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisite(s):* ACCT231
ACCT341-10A (HAM), 10A (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(s):** Prof Karen Van Peursem
**Internal assessment/Exam ratio:** 1:1
**Prerequisite(s):** ACCT202

**Note:** The PricewaterhouseCoopers prize in Auditing is awarded to the top student of the year in this paper.

ACCT351-10A (HAM), 10B (HAM), 10B (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 10A (HAM)**

**Convenor(s):** Mr Jim Ryan

**For Semester 10B (HAM) and 10B (TGA)**

**Convenor(s):** Mr Clinton Alley
**Internal assessment/Exam ratio:** 1:1
**Prerequisite(s):** ACCT202 or MNGT221

**Note:** The Ian Beattie Prize in Taxation is awarded to the top student of the year in this paper.

ACCT399-10C (HAM), 10C (TGA)

**Applied Project in Accounting (Points: 20)**

An applied research project investigating an accounting related issue in an organisational context.

**Convenor(s):** Dr Helen Samujh
**Internal assessment/Exam ratio:** 1:0
**Prerequisite(s):** Entry is at the discretion of the Chairperson of Department
**Restriction(s):** ECON399 and FINA399

**Note:** This paper is only available for BBA(Fin) students.

ACCT401-10A (HAM), 10A (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(s):** Prof Howard Davey
**Internal assessment/Exam ratio:** 3:2
**Prerequisite(s):** ACCT202
**Restriction(s):** ACCT301
ACCT407-10B (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(s): Dr Brennan Allen
Internal assessment/Exam ratio: 1:1
Prerequisite(s): 20 points at 300 level in Accounting, or at the discretion of the Chairperson of Department

ACCT412-10A (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(s): AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT202 or ACCT231 or STMG391
Restriction(s): ACCT512

Note: The ACCA prize in Organisations and Society is awarded to the top student of the year in this paper.

ACCT422-10B (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(s): Dr Stephen Schollum
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MNGT221
Restriction(s): ACCT322

Note: The Chartered Secretaries of New Zealand prize in Business Law Research is awarded to the student achieving the highest mark for the compulsory essay on corporate governance in this paper.

ACCT431-10A (HAM), 10A (TGA)

Management Accounting (Points: 20)

This paper draws on contingency theory, agency theory and institutional theory as a basis for investigating and evaluating current theory and research in management accounting. The implications for the design of management accounting systems, and for planning, control and performance measurement in both the for-profit and not-for-profit sectors are discussed.

Convenor(s): Prof Ian Eggleton
Internal assessment/Exam ratio: 3:2
Prerequisite(s): ACCT231
Restriction(s): ACCT331

Note: The NZICA prize in Management Accounting is awarded to the top student of the year in this paper.
ACCT441-10B (HAM)

Audit and Performance (Points: 20)

Audit practice informed by professional ethics and practices, governance, risk and evidence. A case-based approach focuses on performance audit and other types of assurance services, and internal controls. There is a computer element to this paper.

Convenor(s): Prof Karen Van Peursem
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT341

ACCT451-10A (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(s): Mr Clinton Alley
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT351

Note: The CCH Advanced Taxation prize is awarded to the top student of the year in this paper.

ACCT490-10S (TGA), 10S (HAM), 10A (HAM), 10A (TGA), 10B (HAM), 10B (TGA), 10C (HAM), 10C (TGA), 10Y (HAM), 10Y (TGA)

Directed Study (Points: 20)

This paper is available only to Waikato Management School students with the approval of the Chairperson.

Convenor(s): 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.

ACCT499-10C (HAM), 10C (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(s): Dr Helen Samujh
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS core compulsory papers, ACCT301, and at least 20 points at 300 level in Accounting
Restriction(s): ACCT599

ACCT501-10B (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(s): Dr Mary Low
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301
Restriction(s): ECON544, MCOM530, MKTG507, MNGT501, MSYS551, SCEN503, STMG502 and TOMG506
MNGT501-10S (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(s): Prof Ian Eggleton
Internal assessment/Exam ratio: 1:0
Restriction(s): ACCT501, ECON544, MCOM530, MKTG507, MSYS551, SCEN503, STMG502 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.

ACCT502-10B (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(s): Dr Grant Samkin
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301 and ACCT302, or at the discretion of the Chairperson of Department

ACCT506-10A (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(s): Prof Howard Davey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301

Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT507-10A (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(s): Dr Brennan Allen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301 or ACCT401 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.
ACCT512-10A (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(s): AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT231 or ACCT301 or STMG391
Restriction(s): ACCT412

ACCT531-10B (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(s): Prof Stewart Lawrence
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT331

Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT541-10A (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 computer element to this paper.

Convenor(s): Prof Karen Van Peursem
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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.

ACCT551-10B (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 analyse 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
Prerequisite(s): 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.
ACCT590-10A (HAM), 10B (HAM), 10C (HAM), 10Y (HAM)

**Directed Study (Points: 30)**

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**Note:** Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ACCT591-10C (HAM)

**Accounting Dissertation (Points: 30)**

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**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

ACCT592-10C (HAM)

**Accounting Dissertation (Points: 60)**

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**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

ACCT593-10C (HAM)

**Accounting Thesis (Points: 90)**

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**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

ACCT594-10C (HAM)

**Accounting Thesis (Points: 120)**

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**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

ACCT599-10C (HAM)

**Report of an Investigation (Points: 30)**

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<th>Convenor(s):</th>
<th>Dr Helen Samujh</th>
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<td>ACCT499</td>
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**Note:** Available only to students enrolled in the BMS(Hons) degree.
Why Choose Agribusiness?

Agribusiness fuses together all the operations and principles of businesses and associated organisations that make up the agricultural sector.

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.
# AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
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</table>

# CONTACT FOR AGRIBUSINESS

**MRS LEONIE POPE – DEPARTMENT ADMINISTRATOR**  
Location: MSB.2.15  
Phone: +64 7 838 4466 extn 4045  
Email: lpope@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Graduate Diploma (GradDip)

Agribusiness (GradDip(AgBus))
Available papers are listed in the table on page 109.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» AGRI201/301 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI302 Agribusiness Project
» AGRI303 International Marketing for Agribusiness
And choose 40 points from:
» ACCT209 Accounting and Managerial Decision Making
» ECON306 International Trade and Finance
» ECON308 Managerial Economics and Strategy
» MSYS377 Supply Chain Management
» STMG311 The International Business Environment

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate (PGCert)

Agribusiness (PGCert(AgBus))
Available papers are listed in the above on page 109.
You must pass 60 points at 500 level and include:
» AGRI501 International Agribusiness
And choose 30 points from:
» AGRI502 Agribusiness Case Studies
» AGRI590 Directed Study
» ECON504 Econometric Analysis
» ECON517 Applied Regional and General Equilibrium Analysis
» ECON538 Natural Resource Economics
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
» ECON544 Research Methods in Economics and Finance
» MNGT501 Research Methods in Management Studies
» MKTG507 The Research Process: Marketing
» MKTG553 International Marketing
» MSYS551 Management Systems Research
» MSYS576 21st Century Logistics

www.management.ac.nz
Postgraduate Diploma (PGDip)

Agribusiness (PGDip(AgBus))
Available papers are listed in the above on page 109.
You must pass 120 points at 500 level and include:
  » AGRI501 International Agribusiness
  » MKTG553 International Marketing
  » MSYS576 21st Century Logistics
And choose 30 points from:
  » AGRI502 Agribusiness Case Studies
  » AGRI590 Directed Study
  » ECON504 Econometric Analysis
  » ECON517 Applied Regional and General Equilibrium Analysis
  » ECON538 Natural Resource Economics
  » ECON539 Environmental and Economic Resources
  » ECON543 Econometrics: Directed Reading
  » ECON544 Research Methods in Economics and Finance
  » MNGT501 Research Methods in Management Studies
  » MKTG507 The Research Process: Marketing
  » MSYS551 Management Systems Research
  » STMG501 Global Business: Strategic Marketing and Management

Master of Management Studies (MMS)

Agribusiness
Available papers are listed in the above on page 109.
All students must:
  » Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
  » Take a graduate research methodology paper (unless passed previously)
  » Take a dissertation or thesis
  » Submit a Portfolio of Achievement
  » Include AGRI501 International Agribusiness
  » Include AGRI502 Agribusiness Case Studies
  » Include MKTG553 International Marketing
If your admission was based upon having an undergraduate degree then you must:
  » Pass 240 points at 500 level
  » Achieve at least a B+ grade average for the first 120 points
However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
  » Pass 120 points at 500 level
  » If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.
All students may choose any additional papers from:
» AGRI590 Directed Study
» ECON504 Econometric Analysis
» ECON517 Applied Regional and General Equilibrium Analysis
» ECON538 Natural Resource Economics
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
» ECON544 Research Methods in Economics and Finance
» MNGT501 Research Methods in Management Studies
» MKTG507 The Research Process: Marketing
» MSYS551 Management Systems Research
» STMG501 Global Business: Strategic Marketing and Management

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

PAPER DETAILS FOR 2010

For details of ACCT (Accounting), ECON (Economics), MKTG (Marketing), MSYS (Management Systems), or STMG (Strategic Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

AGRI201-10B (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(s): Mr Kevin Old
Internal assessment/Exam ratio: 1:1
Restriction(s): AGRI301

AGRI202-10B (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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1

AGRI301-10B (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(s): Mr Kevin Old
Internal assessment/Exam ratio: 1:1
Restriction(s): AGRI201

www.management.ac.nz
AGRI302-10A (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(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** AGRI201 or AGRI301

AGRI303-10A (HAM)

**International Marketing for Agribusiness** *(Points: 20)*

New Zealand’s agricultural sector and has led the world in production based technologies. In many sectors NZ has significant productivity advantages. However, other sectors lack significant competitive advantages. More understanding of marketing in an international context is crucial for the long term success of NZ’s agricultural sector. In particular an understanding of the cultural and consumer behavioural differences that underlie programs to add value is needed. This paper will equip students with an understanding of marketing agribusiness concepts.

**Convenor(s):** Dr Mark Kilgour

**Internal assessment/Exam ratio:** 1:1

**Prerequisite(s):** MKTG151

**Restriction(s):** MKTG353

AGRI500-10S (HAM)

**Agribusiness** *(Points: 15)*

**Convenor(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

AGRI501-10A (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(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:1

**Prerequisite(s):** AGRI302 or ECON308 or ECON408 or MKTG453 or STMG311

AGRI502-10B (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(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** AGRI302 or ECON308 or ECON408 or MKTG453 or STMG311
AGRI590-10C (HAM)
**Directed Study** *(Points: 30)*

- **Convenor(s):** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Prerequisite(s):** AGRI302 or ECON308 or ECON408 or MKTG453 or STMG311, and with the approval of the Chairperson of the Economics Department

*Note:* Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

AGRI591-10C (HAM)
**Agribusiness Dissertation** *(Points: 30)*

- **Convenor(s):** 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.

AGRI592-10C (HAM)
**Agribusiness Dissertation** *(Points: 60)*

- **Convenor(s):** 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.

AGRI593-10C (HAM)
**Agribusiness Thesis** *(Points: 90)*

- **Convenor(s):** 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.

AGRI594-10C (HAM)
**Agribusiness Thesis** *(Points: 120)*

- **Convenor(s):** 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?

Forget the crystal ball, business futures and leadership focuses on managing scenarios through planning and strategy.

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.
### AVAILABLE PAPERS IN 2010

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### CONTACTS FOR BUSINESS FUTURES AND LEADERSHIP

**PROFESSOR DAVID MCKIE**  
Location: MSB4.35D  
Phone: +64 7 838 4466 extn 4197  
Email: dmckie@waikato.ac.nz

**ASSOCIATE PROFESSOR DEBASHISH MUNSHI**  
Location: MSB4.35K  
Phone: +64 7 838 4466 extn 4450  
Email: munshi@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Postgraduate Diploma (PGDip)

Business Futures and Leadership (PGDip(BusF&L))
Available papers are listed in the table on page 116.
You must pass 120 points at 500 level and include:
» BFAL501 Futures Methodologies (see note below)
» BFAL503 Leadership Research Project
» MCOM583 Communication and Leadership
And choose 30 points from:
» BFAL502 Future-Focused Action Learning and Research (see note below)
» BFAL590 Directed Study
» MCOM530 Communication Research Methods
» MNGT501 Research Methods in Management Studies
» MSYS551 Management Systems Research

Note: BFAL501 and BFAL502 are not offered in 2010 so please contact either Professor Mckie or Associate Professor Munshi for programme advice.

Master of Management Studies (MMS)

Business Futures and Leadership
Available papers are listed in the table on page 116.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
» Include BFAL501 Futures Methodologies (see note on next page)
» Include BFAL502 Future-Focused Action Learning and Research (see note on next page)
» Include BFAL503 Leadership Research Project
» Include MCOM583 Communication and Leadership

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.
All students may choose any additional papers from (see note below):

» ACCT513 Virtual Accounting Systems
» BFAL590 Directed Study
» ECON528 Econometric Topics: Forecasting and Finance
» ECON539 Environmental and Economic Resources
» HRMG541 Issues for Managerial Behaviour in 21st Century Organisations
» MCOM530 Communication Research Methods
» MCOM584 Global Sustainability Issues for Public Relations
» MCOM586 Communication and Technology
» MNMT501 Research Methods in Management Studies
» MSY551 Management Systems Research
» MSY557 21st Century Logistics
» STMG557 Strategic Partnerships and Collaboration
» STMG580 Strategies for Sustainability
» TOMG502 Tourism Development and the Environment

Note: BFAL501 and BFAL502 are not offered in 2010 so please contact either Professor McKie or Associate Professor Munshi for programme advice. Please also note that 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 2010

For descriptions of ECON (Economics), HRMG (Human Resource Management), MCOM (Management Communication), MSYS (Management Systems), STMG (Strategic Management), or TOMG (Tourism Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

BFAL503-10B (HAM)
Leadership Research Project (Points: 30)

Convenor(s): Prof David McKie
Internal assessment/Exam ratio: 1:0
BFAL590-10S (HAM), 10A (HAM), 10B (HAM), 10Y (HAM)

**Directed Study (Points: 30)**

Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

*Convenor(s): Prof David McKie*

*Internal assessment/Exam ratio: 1:0*

**Note:** Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

BFAL591-10C (HAM)

**Business Futures and Leadership Dissertation (Points: 30)**

*Convenor(s): 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.

BFAL592-10C (HAM)

**Business Futures and Leadership Dissertation (Points: 60)**

*Convenor(s): 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.

BFAL593-10C (HAM)

**Business Futures and Leadership Thesis (Points: 90)**

*Convenor(s): 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.

BFAL594-10C (HAM)

**Business Futures and Leadership Thesis (Points: 120)**

*Convenor(s): 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 Adviser
» Business Analyst
» Financial Analyst
» Economics Researcher
» Management Consultant
» Economics Teacher

EMPLOYERS

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

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE ECONOMICS?

Economists are key players in decision-making. Their analytical skills help people, businesses and governments make the best choices with their resources.

Economics touches almost every aspect of daily life – housing, energy, the environment and transport are just some examples. It looks at how and why people make the best decisions to allocate scarce resources to meet their objectives. Understand economics and you’ll be able to look at the world in a different light and make business and everyday decisions much more clearly.

Economics is not only about money. In fact, it’s firstly about people and how they respond to incentives. Almost every issue in society can be viewed from an economic perspective and economics is behind much of what happens in current affairs – from tax cuts to car prices, hospital waiting lists to airfares to international diplomacy. Far from graphs and theories, Economics is about the real world.

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 bachelors degree 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.

Complementary areas of study within Waikato Management School may include Finance and International Management.
# AVAILABLE PAPERS IN 2010

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ECONOMICS

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CONTACTS FOR THE DEPARTMENT OF ECONOMICS

**ADMINISTRATOR**
Location: MSB2.15
Phone: +64 7 838 4466 extn 4045
Email: economics@waikato.ac.nz

**DR ANNA STRUTT – GRADUATE CONVENOR**
Location: MSB3.26
Phone: +64 7 838 4466 extn 4958
Email: astrutt@waikato.ac.nz

**DR DAN MARSH – UNDERGRADUATE CONVENOR**
Location: MSB2.19
Phone: +64 7 838 4466 extn 4950
Email: dmarsh@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

**Economics**
Available papers are listed in the table on page 121.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» No more than 40 points in FINA coded papers
You can choose to complete a stream in economic analysis, business economics, policy analysis or international economics (see section entitled Possible Streams in an Economics Major) or take papers from more than one stream. Joint programmes with Finance may also be taken.

If you wish to undertake further study and take Economics as a graduate subject then you must include at least:
» One microeconomics paper from ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
» One macroeconomics paper from ECON200, ECON201, ECON301, ECON401
» One econometrics paper from ECON204, ECON304, ECON308, ECON404, ECON408

www.management.ac.nz
Bachelor of Management Studies with Honours (BMS(Hons))

Economics

Available papers are listed in the table on page 121.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» No more than two FINA coded papers

And choose one paper from:
» ECON501 Macroeconomic Analysis
» ECON541 Macroeconomics Directed Reading
» ECON502 Microeconomic Analysis
» ECON542 Microeconomics Directed Reading
» ECON504 Econometric Analysis
» ECON543 Econometrics Directed Reading

You should also have included as part of your undergraduate study at least:
» One microeconomics paper from ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
» One macroeconomics paper from ECON200, ECON201, ECON301, ECON401
» One econometrics paper from ECON204, ECON304, ECON308, ECON404, ECON408

Don't forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

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

Economics

Available papers are listed in the table on page 121.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» No more than two FINA coded papers
» ECON202 Microeconomics and Business Economics
» ECON204 Quantitative Methods for Economics and Finance

And if Economics is your first major you must also choose an applied project, work experience or business applications paper from:
» ECON308 Managerial Economics and Strategy
» ECON399 Applied Project in Economics
» ECON314 Markets, Competition and Organisation
Bachelor of Business Analysis Honours – Financial (BBA(Hons)(Fin))

Economics
Available papers are listed in the table on page 121.
You must pass 120 points at 500 level and include:
- Either ECON591 Economics Dissertation or ECON592 Economics Dissertation
- No more than one FINA coded paper
- If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Second Major for other degrees

Economics
If you are enrolled in an undergraduate degree that doesn’t list Economics as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 121.
To complete the requirements for this major you must pass 120 points above 100 level and include:
- At least 60 points above 200 level
- No more than two FINA coded papers
- ECON200 Macroeconomics and the Global Economy

Graduate Certificate (GradCert)

Economics (GradCert(Econ))
You must pass 60 points at 100 level or above and include:
- At least 40 points above 200 level
- No more than 20 points in FINA coded papers
Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Economics (GradDip(Econ))
Available papers are listed in the table on page 121.
You must pass 120 points at 100 level or above and include:
- At least 80 points above 200 level
- No more than two FINA coded papers
- Either ECON200 Macroeconomics and the Global Economy or ECON202 Microeconomics and Business Economics (see note below)
Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Note: This requirement may be waived if you have passed an equivalent Economics paper at another tertiary institution.
**Postgraduate Certificate (PGCert)**

**Economics (PGCert(ECon))**
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Diploma (PGDip)**

**Economics (PGDip(Econ))**
Available papers are listed in the table on page 121.
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.
You should have included as part of your undergraduate study at least:
» One microeconomics paper from ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
» One macroeconomics paper from ECON200, ECON201, ECON301, ECON401
» One econometrics paper from ECON204, ECON304, ECON308, ECON404, ECON408

**Master of Management Studies (MMS)**

**Economics**
Available papers are listed in the table on page 121.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

And unless passed previously choose two papers from:
» Either ECON501 Macroeconomic Analysis or ECON541 Macroeconomics: Directed Reading
» Either ECON502 Microeconomic Analysis or ECON542 Microeconomics: Directed Reading
» Either ECON504 Econometric Analysis or ECON543 Econometrics: Directed Reading

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level

You should also have included as part of your undergraduate study at least:
» One microeconomics paper from ECON202, ECON313, ECON314, ECON318, ECON413, ECON414
» One macroeconomics paper from ECON200, ECON201, ECON301, ECON401
» One econometrics paper from ECON204, ECON304, ECON308, ECON404, ECON408
Applied Economics and Finance

Normally you would be expected to take a balanced mixture of Economics and Finance papers. All students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

And, unless passed previously, include:

» Either ECON501 Macroeconomic Analysis or ECON541 Macroeconomics: Directed Reading or equivalent
» Either ECON502 Microeconomic Analysis or ECON542 Microeconomics: Directed Reading or equivalent
» Either ECON504 Econometric Analysis or ECON543 Econometrics: Directed Reading or equivalent
» FINA510 Financial Theory and Corporate Policy or equivalent
» FINA517 Investments, Portfolios and Financial Markets or equivalent

If your admission was based upon having an undergraduate degree then you must:

» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:

» Pass 120 points at 500 level

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 200 level compulsory 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

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
ECON539 Environmental and Resource 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
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 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 more than 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.

Students who wish to take a second major in Mathematics or Statistics will be required to complete 120 points above 100 level including 60 points above 200 level. Please contact the School of Computing and Mathematical Sciences for details of any required and/or elective papers.
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:

ECON217/317  Economics, Law and Policy

These papers will suit a wide range of students including those with a limited background in economics.

Other complementary undergraduate Economics papers include:
- 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 (15 points)

Students majoring in Economics in the LLB are required to complete the requirements for a second major in Economics that are stated in the section named Qualification and Specific Subject Requirements (above Possible Streams within an Economics major).

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 a Specialisation

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 be taken as a specialisation for:
- A major in Environmental Planning for the BSc, BSc(Tech), and BSocSc
- A major in Mathematics for the BCMS and BSc, and
- A major in Statistics for the BSc

For further information see the Department of Economics.
RESEARCH AND SUPERVISION INTERESTS

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.

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 focuses on environmental and natural resource 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 2010

For details of FINA (Finance) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

ECON100-10S (HAM), 10A (HAM), 10A (SEC), 10B (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 10A (HAM) and 10A (SEC)

Convenor(s): Dr Steven Lim

For Semester 10B (HAM)

Convenor(s): Mrs Bridget Daldy

For Semester 10S (HAM)

Convenor(s): Dr Chris Hector

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.
**MNGT100-10B (HAM)**

**Management and Sustainability (Points:15)**

This paper introduces students to the concept of sustainability and its importance to management and business from the perspectives of economics, strategic management and management communication. Topics include the economic, environmental, social, cultural and ethical dimensions of sustainability, corporate social responsibility, sustainability frameworks and consideration of the actions available to achieve a more sustainable world.

*Convenor(s):* Dr Dan Marsh  
*Internal assessment/Exam ratio:* 1:0

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**ECON110-10B (HAM), 10B (SEC)**

**Economics and Society (Points:15)**

An introduction to the analysis of social issues from an economics perspective. This paper introduces students to key economic models and techniques of social and economic policy analysis, and to develop critical thinking skills in economics. 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(s):* Dr Michael Cameron  
*Internal assessment/Exam ratio:* 1:0

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**ECON200-10A (HAM), 10A (TGA), 10B (HAM), 10B (TAI), 10B (TGA), 10B (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. This paper helps 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 10A (HAM) and 10A (TGA)*  
*Convenor(s):* Dr Michael Cameron

*For Semester 10B (HAM), 10B (TAI), 10B (TGA) and 10B (WIT)*  
*Convenor(s):* Prof Mark Holmes  
*Prerequisite(s):* ECON100 or 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.*
ECON202-10A (HAM)
Microeconomics and Business Economics (Points: 20)
This paper develops the ability of students to use microeconomics to analyse economic problems of relevance to businesses and to public sector decision makers. 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.

Convener(s): Prof Ric Scarpa
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or 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.

ECON204-10S (HAM), 10B (HAM), 10B (TGA)
Quantitative Methods for Economics and Finance (Points: 20)
This paper provides students with a knowledge of quantitative techniques with particular reference to their use and application in economics and finance. 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 10B (HAM) and 10B (TGA)
Convener(s): Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:1

For Semester 10S (HAM)
Convener(s): Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100 or ECON110, and STAT160 or 16 credits at Level 3 in NCEA Mathematics with Calculus or Statistics and Modelling, or equivalent
Restriction(s): STAT221

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

ECON217-10A (HAM)
Economics, Law and Policy (Points: 20)
This paper introduces students to the application of economic reasoning and techniques in the study of policy issues in law. 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.

Convener(s): Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON317
ECON236-10S (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(s): Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110 or 30 points at 100 level
Restriction(s): ECON336

ECON301-10B (HAM)

Monetary and Macroeconomics (Points: 20)

This paper enables students to appreciate the main long and short run macroeconomic models for both open and closed economies.

Convenor(s): Mr Brian Silverstone
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON200
Restriction(s): ECON201, ECON401 and ECON541

ECON304-10A (HAM)

Econometrics (Points: 20)

This paper provides the basic econometric skills essential for students pursuing careers as professional economists and careers in the financial sector. 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(s): Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics
Restriction(s): ECON404 and ECON543

ECON305-10A (HAM)

Development Economics (Points: 20)

Aim: To provide an understanding of the causes of poverty and underdevelopment and to examine some of the proposed remedial policies.

Content: An examination of the theories of growth and development; the economic, cultural and social barriers to the development of poor countries; the interaction of government planning, international and market forces. The paper includes case studies and emphasises the role of the practising development economist.

Convenor(s): Prof John Gibson
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON405
ECON306-10B (HAM)
International Trade and Finance (Points:20)
This paper provides a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues. 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(s): Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON406

Note: The Brendan Thompson Prize is awarded to the top student of the year in this paper or ECON406 International Trade and Finance.

ECON308-10B (HAM)
Managerial Economics and Strategy (Points:20)
This paper explores the application of microeconomic theory and methodology to the problems faced by decision makers in the private and public sectors. Managerial economics helps managers and business analysts allocate scarce resources efficiently, and plan effective business strategies. A review of decision-making under uncertainty, estimation of market demand and demand forecasting using regression techniques, pricing strategy, advertising and promotional decision-making and competitive strategy, a review of game theory, and game theory applications to business strategic decision-making.

Convenor(s): Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100, and either ECON204 or B or better in STAT160 or equivalent
Restriction(s): ECON408

ECON313-10B (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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100
Restriction(s): ECON413

ECON315-10B (HAM)
Environmental and Natural Resource Economics (Points:20)
This paper develops the ability of students to use economic theory to analyse issues in the management of natural resources and the environment. An examination of the economics of resource use, pollution control and the conservation of the environment including practical applications.

Convenor(s): Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON415

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

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ECON317-10A (HAM)

**Economics, Law and Policy (Points: 20)**

This paper introduces students to the application of economic reasoning and techniques in the study of policy issues in law. 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.

**Convener(s):** Dr Dan Marsh

**Internal assessment/Exam ratio:** 1:1

**Prerequisite(s):** ECON100 or ECON110

ECON318-10A (HAM)

**Economics of Electronic Commerce and Networks (Points: 20)**

This paper applies economic ideas and techniques to develop business strategy and help decision making in electronic markets. 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.

**Convener(s):** Dr Steven Lim

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** at least 40 points at 200 level or above in any subject

**Restriction(s):** ECON418

ECON336-10S (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.

**Convener(s):** Dr Sayeeda Bano

**Internal assessment/Exam ratio:** 1:1

**Prerequisite(s):** ECON100, ECON110 or 30 points at 100 level

**Restriction(s):** ECON236

ECON390-10S (HAM), 10A (HAM), 10B (HAM)

**Directed Study (Points: 20)**

Topic to be advised.

**For Semester 10A (HAM)**

**Convener(s):** Not available at time of printing

**For Semester 10B (HAM) and 10S (HAM)**

**Convener(s):** Dr Dan Marsh

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** 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.
ECON399-10C (HAM)

**Applied Project in Economics (Points: 20)**

Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisite(s): ECON204 and at the discretion of the Chairperson of Department

Restriction(s): ACCT399 and FINA399

**Note:** This paper is only available to students enrolled in the BBA (Fin).

ECON401-108 (HAM)

**Monetary and Macroeconomics (Points: 20)**

This paper enables students to appreciate the main long and short run macroeconomic models for both open and closed economies.

Convenor(s): Mr Brian Silverstone

Internal assessment/Exam ratio: 1:1

Prerequisite(s): ECON200

Restriction(s): ECON201, ECON301 and ECON541

ECON404-10A (HAM)

**Econometrics (Points: 20)**

This paper provides the basic econometric skills essential for students pursuing careers as professional economists and careers in the financial sector. 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(s): Prof Riccardo Scarpa

Internal assessment/Exam ratio: 1:0

Prerequisite(s): ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics

Restriction(s): ECON304 and ECON543

ECON405-10A (HAM)

**Development Economics (Points: 20)**

**Aim:** To provide an understanding of the causes of poverty and underdevelopment and to examine some of the proposed remedial policies.

**Content:** An examination of the theories of growth and development; the economic, cultural and social barriers to the development of poor countries; the interaction of government planning, international and market forces. The paper includes case studies and emphasises the role of the practising development economist.

Convenor(s): Prof John Gibson

Internal assessment/Exam ratio: 1:1

Prerequisite(s): ECON100 or ECON110

Restriction(s): ECON305
ECON406-10B (HAM)

International Trade and Finance (Points:20)

This paper provides a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues. 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(s): Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON306

Note: The Brendan Thompson Prize is awarded to the top student of the year in this paper or ECON306 International Trade and Finance.

ECON408-10B (HAM)

Managerial Economics and Strategy (Points:20)

This paper explores the application of microeconomic theory and methodology to the problems faced by decision makers in the private and public sectors. Managerial economics helps managers and business analysts allocate scarce resources efficiently, and plan effective business strategies. A review of decision-making under uncertainty, estimation of market demand and demand forecasting using regression techniques, pricing strategy, advertising and promotional decision-making and competitive strategy, a review of game theory, and game theory applications to business strategic decision-making.

Convenor(s): Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100, and either ECON204 or B or better in STAT160 or equivalent
Restriction(s): ECON308

ECON413-10B (HAM)

Economics of Human Resources and Public Policy (Points:20)

For details see Economics ECON313. Additional work will be prescribed.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100
Restriction(s): ECON313

ECON415-10B (HAM)

Environmental and Natural Resource Economics (Points:20)

This paper develops the ability of students to use economic theory to analyse issues in the management of natural resources and the environment. An examination of the economics of resource use, pollution control and the conservation of the environment including practical applications.

Convenor(s): Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON315
ECON418-10A (HAM)

Economics of Electronic Commerce and Networks (Points: 20)

This paper applies economic ideas and techniques to develop business strategy and help decision making in electronic markets. 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(s): Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100
Restriction(s): ECON318

ECON499-10C (HAM), 10D (HAM), 10E (HAM), 10F (HAM)

Report of an Investigation (Points: 20)

BMS students are required to undertake an economic investigation in an organisation outside the university (eg 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.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restriction(s): ECON599

ECON501-10B (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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): one of ECON301, ECON401 or ECON541, or at least 40 points at 300 level or above in Economics

ECON502-10A (HAM)

Microeconomic Analysis (Points: 30)

This paper develops 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. 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(s): AProf John Tressler
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON202 and either ECON204 or at least 40 points at 300 level or above in Economics
Restriction(s): ECON542

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ECON504-10B (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; co-integration; rational expectations models; systems of regression equations.

Convenor(s): Prof Mark Holmes
Internal assessment/Exam ratio: 1:0
Prerequisite(s): one of ECON304, ECON404 or ECON543, or equivalent

ECON517-10A (HAM)
Applied Regional and General Equilibrium Analysis (Points: 30)
This paper provides a conceptual framework for looking at a wide range of issues from regional, economy-wide and global perspectives. 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.

Convenors: Dr Anna Strutt, Prof Philip McCann
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON202

ECON526-10A (HAM)
Law and Economics (Points: 15)
This module will apply microeconomic analysis to common law and to statute law. It will analyse selected issues in property law, contract law tort, criminal law and international law.

Convenor(s): Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): at least 40 points at 200 level or above in Economics

ECON528-10A (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 co-integration testing, ARIMA modelling, GARCH modelling, regime-switching models, principal components analysis, nonlinearities and asymmetries.

Convenor(s): Prof Mark Holmes
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON204
ECON530-10B (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(s):** Dr Michael Cameron  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** at least 40 points at 200 level or above in Economics

ECON531-10B (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(s):** Dr Sayeeda Bano  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON202 or at least 40 points at 300 level or above in Economics

ECON539-10A (HAM)
Environmental and Resource Economics *(Points: 15)*

In this paper we cover techniques for the economic analysis of; contemporary environmental economic issues, and conventional renewable and exhaustible natural resource management problems. The emphasis will be on appropriate analysis for public policy.

**Convenor(s):** Prof Riccardo Scarpa  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON202 or at least 40 points at 300 level or above in Economics

ECON541-10B (HAM)
Macroeconomics: Directed Reading *(Points: 15)*

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(s):** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:1  
**Prerequisite(s):** ECON200  
**Restriction(s):** ECON201, ECON301 and ECON401
ECON542-10A (HAM)

**Microeconomics: Directed Reading (Points: 15)**

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. 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(s): AProf John Tressler
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON202 and either ECON204 or at least 40 points at 300 level or above in Economics
Restriction(s): ECON502

ECON543-10A (HAM)

**Econometrics: Directed Reading (Points: 15)**

An introductory graduate model in econometrics for students who have not included an advanced paper in econometrics in their undergraduate degree. Multiple regression, model specification, multicollinearity and dummy variables, heteroscedasticity, serial correlation, dynamic models, forecasting.

Convenor(s): Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON204 or equivalent and at least 40 points at 300 level or above in Economics and/or Finance
Restriction(s): ECON304 and ECON404

ECON544-10A (HAM)


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(s): Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 60 points at 300 level or above in Economics or Finance
Restriction(s): ACCT501, MCOM530, MKTG507, MNGT501, MSYS551, SCEN503, STMG502 and TOMG506

ECON589-10S (HAM), 10A (HAM), 10B (HAM)

**Directed Study (Points: 15)**

Convenor(s): Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
ECON590-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM), 10Y (HAM)

Directed Study (Points: 30)

Convenor(s): 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.

ECON591-10C (HAM)

Economics Dissertation (Points: 30)

Convenor(s): 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.

ECON592-10C (HAM)

Economics Dissertation (Points: 60)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): 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.

ECON593-10C (HAM)

Economics Thesis (Points: 90)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): 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.

ECON594-10C (HAM)

Economics Thesis (Points: 120)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): 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.

ECON599-10C (HAM), 10D (HAM), 10E (HAM), 10F (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.

Convenor(s): Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restriction(s): ECON499
ELECTRONIC BUSINESS

INTERESTS

» Electronic Commerce
» Information Systems Management
» Information Technology
» Business Process Re-engineering
» Project Management
» Technology Management

CAREERS

» Electronic Business Manager
» Electronic Business Consultant
» Business Analyst
» Web Systems Project Manager
» Systems Developer
» Project Manager

EMPLOYERS

» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Medium Sized Domestic Companies
» Government Departments

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE ELECTRONIC BUSINESS?

The growth of electronic commerce and the knowledge economy means organisations must have electronic business systems at the heart of their operation.

Every department and individual in an organisation has specialist knowledge that is vital for company performance, but often there is a lack of coordination between these departments and people. A good electronic business systems manager can change that by gathering and distributing data more efficiently and influencing strategic decision-making.

With the growth in electronic business and every aspect of business now involving electronic technology this subject gives students the business and technological skills to make them a crucial part of a company's management team.

Electronic Business (formerly known as 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 bachelors degree that lists Electronic Business 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 2010

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</tr>
</tbody>
</table>

## CONTACTS FOR THE DEPARTMENT OF MANAGEMENT SYSTEMS

**DR STUART DILLON**  
Location: MS8.04  
Phone: +64 7 838 4466 extn 4234  
Email: stuart@waikato.ac.nz

**MRS MICHELLE REDINGER – DEPARTMENT ADMINISTRATOR**  
Location: MS8.01  
Phone: +64 7 838 4466 extn 4561  
Email: michred@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Electronic Business
Available papers are listed in the table on page 144.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» MSYS212 E-Business in Organisations
» Either MSYS351 E-Business Management or MSYS451 Advanced E-Business Management
» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

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

Electronic Business
Available papers are listed in the table on page 144.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» MSYS212 E-Business in Organisations
» Either MSYS351 E-Business Management or MSYS451 Advanced E-Business Management
» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation
» MSYS555 E-Business Research

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

Second Major for other degrees

Electronic Business
If you are enrolled in an undergraduate degree that doesn’t list Electronic Business as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 144.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» MSYS212 E-Business in Organisations
» Either MSYS351 E-Business Management or MSYS451 Advanced E-Business Management
» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation
Graduate Certificate (GradCert)

Electronic Business (GradCert(EBus))
You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Electronic Business (GradDip(EBus))
Available papers are listed in the table on page 144.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» MSYS212 E-Business in Organisations
» Either MSYS351 E-Business Management or MSYS451 Advanced E-Business Management
» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.

RESEARCH AND SUPERVISION INTERESTS

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.

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.

Associate Professor 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 recent 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.

**Associate Professor 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; 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 electronic commerce, knowledge management, and governance. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, agreement in computer mediated groups, investigating alignment between websites and business strategy, adoption of Internet banking, and knowledge management.

**Dr Karyn Rastrick’s** research interests include understanding the development and use of information systems in organisations management of critical incidents, and strategic theories such as the resource-based view. Karyn’s research is typically based within a phenomenological paradigm and she has a preference for case based research.

**Dr Peter Sun’s** main research interests are knowledge management, organisational learning and learning organisation and leadership. 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 2010**

For descriptions of MSYS (Management Systems) papers, please refer to the relevant subject section.
ELECTRONIC COMMERCE

INTERESTS
» Electronic Commerce Technology
» Electronic Commerce Systems
» Supply Chain Management
» Electronic Communication
» Social Networking

CAREERS
» E-commerce Entrepreneur
» Electronic Commerce Consultant
» Website Developer
» Internet Security Analyst
» Implementation Consultant
» Web Systems Programmer
» E-commerce 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

SCHOLARSHIPS
Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE ELECTRONIC COMMERCE?

Welcome to your business future. It’s global, it’s wireless, it’s online.

Electronic Commerce is about using the internet to handle business – the interaction between a business, its customers and suppliers. Just think of Trade Me and how that has revolutionised the private sale of goods. Businesses large and small are using e-commerce business processes.

Our electronic commerce students get hands-on exposure to the use of website development tools, databases and communications technologies. They also learn management skills in finance, accounting, marketing, communications and supply chain management.

Graduates have an excellent balance of technical and management skills and so are in strong demand for careers in both the business and technical sides of developing and integrating Web-based systems that support the e-commerce business processes.

Complementary areas of study may include Accounting, Computer Science, Economics, Finance, International Management, Management Communication, Management Systems and Marketing.
## AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>BECom(Hons)</th>
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</table>

## CONTACTS FOR ELECTRONIC COMMERCE

**MANAGEMENT STUDENT CENTRE STAFF**

Location: MSC  
Phone: +64 7 838 4466 extn 4303  
Email: msc@mngt.waikato.ac.nz

**PROFESSOR BOB MCQUEEN – BECom QUALIFICATION CONVENOR**

Location: MS8.G.05  
Phone: +64 7 838 4466 extn 4126  
Email: bmcqueen@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Electronic Commerce (BECom)**

**Electronic Commerce**

Available papers are listed in the table on page 149.

To complete the requirements for this major you must pass 120 points above 100 level and include:

- At least 60 points above 200 level
- COMP219 Database Practice and Experience
- MSYS212 E-Business in Organisations
- ACCT324 Legal Issues in E-Commerce
- STMG346 Strategy and the Internet

And choose 40 points from:

- COMP233 Internet Applications
- MSYS219 Electronic Commerce Industry Experience
- COMP321 Practical Data Mining
- COMP333 Web Applications Development
- ECON318 Economics of Electronic Commerce and Networks
- MCOM337 Advertising, Branding and Identity.com
- MSYS321 E-Business Infrastructure
- MSYS351 E-Business Management
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Project Management
- STMG324/424 Entrepreneurship and Innovation
- MSYS421 Advanced E-Business Infrastructure
- MSYS451 Advanced E-Business Management
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management

**Bachelor of Electronic Commerce with Honours (BECom(Hons))**

**Requirements**

Available papers are listed in the table on page 149.

You must pass 120 points at 500 level and include:

- MSYS551 Management Systems Research
- MSYS591 Dissertation (or a 591 paper from another department)

And choose 60 points from:

- ACCT513 Virtual Accounting Systems
- ECON528 Econometric Topics: Forecasting and Finance
- ECON534 Financial Economics

www.management.ac.nz
» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios
» MCOM585 Corporate Public Relations
» MCOM586 Communication and Technology
» MKTG552 Advanced Advertising Strategy
» MSYS555 E-Business Research
» 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**

If you are enrolled in an undergraduate degree that doesn't list Electronic Commerce as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 149.

To complete the requirements for this major you must pass 120 points above 100 level and include:

» At least 60 points above 200 level
» COMP219 Database Practice and Experience
» MSYS212 E-Business in Organisations
» ACCT324 Legal Issues in E-Commerce
» STMG346 Strategy and the Internet

And choose 40 points from:

» COMP233 Internet Applications
» MSYS221 Electronic Commerce Overview
» COMP321 Practical Data Mining
» COMP333 Web Applications Development
» ECON318 Economics of Electronic Commerce and Networks
» MCOM337 Advertising, Branding and Identity.com
» MSYS321 Electronic Commerce Systems Infrastructure
» MSYS351 Management Information Systems
» MSYS358 E-Business Implementation
» MSYS365 Business Analysis and Consultancy
» MSYS366 Project Management
» STMG324/424 Entrepreneurship and Innovation
» MSYS421 Advanced E-Business Infrastructure
» MSYS451 Advanced E-Business Management
» MSYS458 Advanced E-Business Implementation
» MSYS465 Advanced Business Analysis and Consultancy
» MSYS466 Advanced Project Management
**Graduate Diploma (GradDip)**

**Electronic Commerce (GradDip(ECom))**

Available papers are listed in the table on page 149.

You must pass 120 points at 100 level or above and include:

- At least 80 points above 200 level
- MSYS221 Electronic Commerce Overview
- ACCT324 Legal Issues in E-Commerce
- ECON318 Economics of Electronic Commerce and Networks
- MCOM337 Advertising, Branding and Identity.com
- STMG346 Strategy and the Internet

And choose 20 points from:

- MSYS321 E-Business Infrastructure
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Project Management
- STMG324/424 Entrepreneurship and Innovation
- MSYS421 Advanced E-Business Infrastructure
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

**Postgraduate Certificate (PGCert)**

**Electronic Commerce (PGCert(ECom))**

You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.
Postgraduate Diploma (PGDip)

Electronic Commerce (PGDip(ECom))

Available papers are listed in the table on page 149.
You must pass 120 points at 500 level and include:
» MSYS551 Management Systems Research
» MSYS591 Dissertation

And choose 60 points from:
» 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 and Technology
» MKTG552 Advanced Advertising Strategy
» MSYS555 E-Business Research
» MSYS577 E-Enabled Agile Supply Chains
» STMG501 Global Business: Strategic Marketing and Management
» STMG512 Strategic Innovation
» STMG524 Entrepreneurship, Theory and Practice

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

Master of Electronic Commerce (MECom)

Requirements

Available papers are listed in the table on page 149.
All students must choose one of:
» MSYS592 Dissertation (60 points) (or its equivalent in another subject area)
» MSYS593 Thesis (90 points) (or its equivalent in another subject area)
» MSYS594 Thesis (120 points) (or its equivalent in another subject area)

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Include MSYS551 Management Systems Research in the first 120 points
» Include MSYS591 Dissertation in the first 120 points
» Achieve at least a B+ grade average for the first 120 points
» Take the MSYS592/3/4 in the last 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
All students may choose any additional papers from:

- 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 and Technology
- MKTG552 Advanced Advertising Strategy
- MSYS555 E-Business Research
- MSYS577 E-Enabled Agile Supply Chains
- STMG501 Global Business: Strategic Marketing and Management
- STMG512 Strategic Innovation
- STMG524 Entrepreneurship, Theory and Practice

If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. The Qualification Convenor may approve substitutions of papers from the list of possible electives.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

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.

**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.

**Associate Professor 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 recent 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.

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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 electronic commerce, knowledge management, and groupware. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, agreement in computer mediated groups, investigating alignment between websites and business strategy, adoption of Internet banking, and knowledge management.

Dr Karyn Rastrick’s research interests include understanding the development and use of information systems in organisations management of critical incidents, and strategic theories such as the resource-based view. Karyn’s research is typically based within a phenomenological paradigm and she has a preference for case based research.

Dr Peter Sun’s main research interests are knowledge management, organisational learning and learning organisation and leadership. 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 2010**

For descriptions of ACCT (Accounting), ECON (Economics), FINA (Finance), MCOM (Management Communication), MKTG (Marketing), MSYS (Management Systems), or STMG (Strategic Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

For descriptions of COMP papers please refer to the School of Computing and Mathematical Sciences or the *University of Waikato Calendar.*
ENTREPRENEURSHIP AND INNOVATION

INTERESTS
» Business Enterprise
» Entrepreneurial Innovation
» Venture Capital
» Consultation

CAREERS
» Business Entrepreneur
» Entrepreneurial Innovator
» Venture Capitalist Consultant

SCHOLARSHIPS
Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE ENTREPRENEURSHIP AND INNOVATION?

Work for yourself. Use strategies to find opportunities and then make the most of them.

Small and medium sized enterprises have a major impact on growth, as they generate the wealth and jobs that sustain economies.

Entrepreneurship and Innovation will teach you to identify unique qualities of successful entrepreneurial business strategies and to implement those strategies in the creation of new business.

This isn’t about ‘seat-of-your-pants’ risk taking. A qualification in entrepreneurship and innovation will give you the skills to take on an entrepreneurial role, look at niche opportunities and extract value from untapped areas. You’ll also learn business skills that cover planning and development, getting the product to market and keeping it there.
## AVAILABLE PAPERS IN 2010

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</tbody>
</table>

## CONTACTS FOR ENTREPRENEURSHIP AND INNOVATION

BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE ADVISOR  
Location: MSB4.09  
Phone: +64 7 838 4466 extn 4195  
Email: bobbie@waikato.ac.nz

## QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Graduate Diploma (GradDip)**

Entrepreneurship and Innovation (GradDip(Entre&Inn))  
Available papers are listed in the table above.  
You must pass 120 points at 100 level or above and include:  
» At least 80 points above 200 level  
» STMG424 Entrepreneurship and Innovation  
» Either STMG346 Strategy and the Internet or STMG391 Strategic Management  
(see note on next page)
And choose 80 points from:
» STMG222 Net Ready: Navigating the Competitive Landscape
» STMG285 Strategy for Enterprise
» ACCT322 Law of Business Enterprises
» HRMG342 Human Resource Management
» 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

Note: STMG446 Strategy and the Internet may be taken in place of STMG346.

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

---

**Postgraduate Diploma (PGDip)**

**Entrepreneurship and Innovation (PGDip(Entre&Inn))**

Available papers are listed in the table on page 157.

You must pass 120 points at 500 level and include:
» STMG524 Entrepreneurship Theory and Practice

And choose 90 points from:
» 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

You can choose to take up to 30 points from other graduate subjects 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 2010**

For descriptions of ACCT (Accounting), FINA (Finance), STMG (Strategic Management) or TOMG (Tourism Management) papers, please refer to the relevant subject section.
FINANCE

INTERESTS

» Finance
» Banking
» Financial Markets
» Financial Analysis
» Mathematics
» Managerial Decision Making and Control

WHY CHOOSE FINANCE?

Interested in a great career that centres on money? Compound your opportunities with Finance.

How do foreign exchange dealers handle the volatile kiwi dollar? Why do share values go up and down? If you study Finance you'll understand money, banking, investments and credit. Bankers, financial planners, corporate treasury departments, share-brokers and the Reserve Bank are some of the players in the finance industry.

It isn't possible to run a treasury for an investment fund, or structure the financing of a project, or even invest personally, without some understanding of finance theory and practice. Finance students learn about investment decision-making when time and risk are key considerations; they gain the skills to examine corporate finance, portfolios and markets, small business finance, financial modelling and personal financial planning.

Finance is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. Though graduate study programmes in Finance are tailored to meet the needs of participants in the programme.

If you are not enrolled in a bachelors degree 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.

CAREERS

» Treasury
» Investment Adviser
» Corporate Finance
» Financial Analysis
» Financial Management
» Sharebroking
» Commercial and Investment Banking

EMPLOYERS

» Stockbrokers
» Commercial and Investment Banks
» Domestic and International Corporations
» Fund Managers
» Consulting Firms
» Government Departments
» International Agencies (eg IMF, World Bank, Asian Development Bank)

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.
# AVAILABLE PAPERS IN 2010

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</table>

# CONTACTS FOR THE DEPARTMENT OF FINANCE

**ADMINISTRATOR**
Location: MSB2.15  
Phone: +64 7 838 4466 extn 4045  
Email: finance@mngt.waikato.ac.nz

**ASSOCIATE PROFESSOR STUART LOCKE – CHAIRPERSON OF DEPARTMENT**
Location: MSB3.38H  
Phone: +64 7 838 4466 extn 4756  
Email: smlocke@waikato.ac.nz

**DR SAZALI ABIDIN – GRADUATE CONVENER**
Location: MSB3.38B  
Phone: +64 7 838 4466 extn 4513  
Email: sazali@waikato.ac.nz

**DR DANI FOO – UNDERGRADUATE CONVENER**
Location: MSB3.38A  
Phone: +64 7 838 4466 extn 4559  
Email: dfoo@waikato.ac.nz

www.management.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Finance
Available papers are listed in the table on page 160.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» No more than 40 points in ECON coded papers
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets

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

Finance
Available papers are listed in the table on page 160.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» No more than two ECON coded papers
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

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

Finance
Available papers are listed in the table on page 160.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» No more than two ECON coded papers
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets
» FINA415 Computer Modelling in Finance

And if Finance is your first major you must choose an applied project, work experience or business applications paper from:
» FINA306 Personal Financial Planning
» FINA399 Applied Project in Finance
**Bachelor of Business Analysis Honours – Financial (BBA(Hons)(Fin))**

*Finance*

Available papers are listed in the table on page 160.

You must pass 120 points at 500 level and include:

- Either FINA591 Finance Dissertation or FINA592 Finance Dissertation
- No more than one ECON coded paper.
- If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

**Second Major for other degrees**

*Finance*

If you are enrolled in an undergraduate degree that doesn’t list Finance as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 160.

To complete the requirements for this major you must pass 120 points above 100 level and include:

- At least 60 points above 200 level
- No more than two ECON coded papers
- FINA201 Finance
- FINA311 Corporate Finance
- FINA312 Portfolios and Markets

**Graduate Certificate (GradCert)**

*Finance (GradCert(Fin))*

You must pass 60 points at 100 level or above and include:

- At least 40 points above 200 level
- No more than 20 points in ECON coded papers

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Graduate Diploma (GradDip)**

*Finance (GradDip(Fin))*

Available papers are listed in the table on page 160.

You must pass 120 points at 100 level or above and include:

- At least 80 points above 200 level
- No more than two ECON coded papers
- FINA201 Finance
- FINA311 Corporate Finance
- FINA312 Portfolios and Markets

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.
Postgraduate Certificate (PGCert)

Finance (PGCert(Fin))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)

Finance (PGDip(Fin))
Available papers are listed in the table on page 160.
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

Master of Management Studies (MMS)

Finance
Available papers are listed in the table on page 160.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points
However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Applied Economics and Finance
Normally you would be expected to take a balanced mixture of Economics and Finance papers.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
And, unless passed previously, include:

» Either ECON501 Macroeconomic Analysis or ECON541 Macroeconomics: Directed Reading or equivalent
» Either ECON502 Microeconomic Analysis or ECON542 Microeconomics: Directed Reading or equivalent
» Either ECON504 Econometric Analysis or ECON543 Econometrics: Directed Reading or equivalent
» FINA510 Financial Theory and Corporate Policy or equivalent
» FINA517 Investments, Portfolios and Financial Markets or equivalent

If your admission was based upon having an undergraduate degree then you must:

» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:

» Pass 120 points at 500 level

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
FINA317 International Corporate Finance (Restriction FINA417, ECON311, ECON411)
FINA311 Corporate Finance (Restriction FINA510)
FINA414 Securities Analysis
FINA415 Computer Modelling in Finance
FINA507 Corporate Restructuring and Governance
FINA510 Financial Theory and Corporate Policy (Restriction FINA311)
FINA511 Advanced Corporate Finance
FINA515 Advanced Financial Modelling

Stream 2 – Portfolios and Markets
FINA201 Finance
FINA312 Portfolios and Markets (Restriction FINA517)
FINA415 Computer Modelling in Finance
FINA417 International Corporate Finance (Restriction ECON311, ECON411, FINA317)
FINA509 Derivatives 1
FINA512 Investments and Portfolios
FINA517 Investments, Portfolios and Financial Markets (Restriction FINA312)
FINA515 Advanced Financial Modelling
FINA519 Derivatives 2
Stream 3 – Banking and Treasury
FINA313 Capital Markets
FINA317 International Corporate Finance (Restriction ECON311, ECON411, FINA417)
FINA506 Finance Theory
FINA509 Derivatives 1 (Restriction FINA412)
FINA512 Investments and Portfolios
FINA519 Derivatives 2

Stream 4 – Other
FINA306 Personal Financial Planning
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: 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
» ECON534 Financial Economics

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

Corresponding arrangements are available for students completing a masters degree with a main subject in Finance.
FINANCE

FINANCE AS A SECOND MAJOR AND AS A SPECIALISATION

Skills in financial analyses and an understanding of financial markets complement many other majors including: Accounting, Economics, Management Systems, Mathematics and Statistics.

Finance can be taken as a specialisation for:
» A major in Mathematics for the BCMS and BSc

RESEARCH AND SUPERVISION INTERESTS

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 Sazali Abadin’s research interests are in the area of corporate/business finance.
Dr Daniel Choi’s major research interests are in the areas of options and futures and market volatility.
Dr Dani Foo’s research interests are in the areas of finance theory and trading financial instruments.
Associate Professor Stuart Locke’s current research interests include governance, small to medium size enterprises and agribusiness finance.
Professor Ed Vos’ research interests include financial markets and small business finance.

PAPER DETAILS FOR 2010

For descriptions of ECON (Economics) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

FINA201-10S (HAM), 10A (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(s): Prof Ed Vos
Internal assessment/Exam ratio: 1:1
Restriction(s): FINA202

FINA306-10A (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(s): Mr Krishna Reddy
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
FINA311-10A (HAM), 10A (TGA), 10T (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.

For Semester 10A (HAM) and 10A (TGA)
Convenor(s): Prof Christine Lim

For Semester 10T (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
Restriction(s): FINA510

Note: The PricewaterhouseCoopers Prize in Corporate Finance is awarded to the top student of the year in this paper.

FINA312-10S (HAM), 10B (HAM), 10B (TGA)

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(s): Dr Dani Foo
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
Restriction(s): FINA517

FINA313-10B (HAM)

Capital Markets (Points: 20)

Capital markets is concerned with deposit accepting financial institutions and the market for short and long term debt instruments. The institutional role of banks, credit unions and building societies, finance companies along with those responsible for surveillance are reviewed. The pricing of risk and how markets are informed by ratings is considered.

Convenor(s): AProf Stuart Locke
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201

FINA399-10C (HAM), 10D (HAM), 10E (HAM)

Applied Project in Finance (Points: 20)

Applied research project investigating a finance related issue in an organisational context.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): entry is at the discretion of the Chairperson of Department
Restriction(s): ACCT399 and ECON399

Note: This paper is only available to BBA(Fin) students.
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.

For Semester 10A (HAM) and 10A (TGA)
Convenor(s): AProf Stuart Locke

For Semester 10S (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201

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 principle and ITOs Lemma are then explained to enable understanding and using the Black-Scholes model.

Convenor(s): Dr Daniel Choi
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA311 and FINA312
Restriction(s): FINA509

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(s): Dr Kurt Hess
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA311 or FINA312 or equivalent

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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
Restriction(s): FINA317
FINA499-10C (HAM), 10D (HAM), 10E (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.

**For Semester 10C (HAM)**

*Convenor(s):* Not available at time of printing

**For Semester 10D (HAM) and 10E (HAM)**

*Convenor(s):* Mr Krishna Reddy

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* all 100, 200 and 300 level BMS compulsory papers, FINA311 and FINA312

*Restriction(s):* FINA599

FINA506-10A (HAM)

**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 (eg CAPM) are most useful for pricing the primary traded securities, like common stock. Arbitrage pricing theories are most useful for pricing contingent claim (eg, options).

This paper emphasises mathematical proofs. Students should have a solid background in calculus before taking this paper.

*Convenor(s):* Dr Daniel Choi

*Internal assessment/Exam ratio:* 1:1

*Prerequisite(s):* at least 60 points in Finance at 300 or 400 level, including FINA311 and FINA312
FINA507-10S (HAM), 10A (HAM)
**Corporate Restructuring and Governance (Points: 15)**
This paper provides students with the finance rationale for evaluation market transactions relating to corporate control. This study will review various methods of corporate restructuring like mergers, takeovers, spin-offs, and management buy-outs studying, in depth, how stock markets react to these restructuring transactions and if they are value-increasing transactions. The market’s reaction to changes in corporate governance and finance theories related to corporate control will be investigated with an emphasis on empirical studies.

For Semester 10A (HAM)
Convenor(s): Mr Krishna Reddy

For Semester 10S (HAM)
Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:1
Prerequisite(s): at least 60 points in Finance at 300 or 400 level, including FINA311 or FINA312 or equivalent, or both EXLD517 and EXLD520

FINA510-10A (HAM), 10T (HAM)
**Financial Theory and Corporate Policy (Points: 15)**
This paper covers the principles of corporate finance. The material builds upon fundamental present value concepts to examine corporate capital budgeting, capital structure, dividend policy and mergers and acquisitions. Students are 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.

For Semester 10A (HAM)
Convenor(s): Prof Christine Lim

For Semester 10T (HAM)
Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON204 and FINA201 or equivalent
Restriction(s): FINA311

FINA511-10A (HAM)
**Advanced Corporate Finance (Points: 30)**
This paper is designed to bring students up to date on current thinking and research in corporate finance. Material covers core areas such as beta (dead or alive?), the cost of capital, determinants of the optimal capital structure, dividend policy, leasing, agency theory and its applications, initial public offerings, and managerial compensation.

A feature will be an extension of finance theory to small business, with consideration of special problems in this context.

Convenor(s): Prof Ed Vos

Internal assessment/Exam ratio: 1:0
Prerequisite(s): FINA311 or equivalent
FINDA512-10B (HAM)
Investments and Portfolios (Points: 30)

This paper provides a more advanced treatment on portfolio analysis, equilibrium models in the capital markets, the efficient market hypothesis, the management of bond portfolios, and the evaluation of portfolio performance. Students are required to initiate and complete an empirical study on investments of publishable quality, based on journal articles and using real world data.

Convenor(s): Dr Sazali Abidin
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA312 or equivalent

FINDA515-10B (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(s): Dr Kurt Hess
Internal assessment/Exam ratio: 1:0
Prerequisite(s): FINA311, FINA312, ECON404, or FINA415
Restriction(s): FINA518

FINDA517-10S (HAM), 10B (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(s): Dr Sazali Abidin
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON204 and FINA201 or equivalent
Restriction(s): FINA312
FINANCE

FINA529-10B (HAM)
Advanced Derivatives (Points: 30)
Convenor(s): Dr Daniel Choi
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA412
Restriction(s): FINA509 and FINA519

FINA560-10S (HAM)
Special Interest Finance (Points: 30)
Please contact the Chairperson of the Department if you are interested in taking this paper.
Convenor(s): AProf Stuart Locke
Internal assessment/Exam ratio: 1:1
Prerequisite(s): 40 points at 300 level in Finance, or at the discretion of the Chairperson of Department

FINA580-10B (HAM)
Special Topic: Financial Intermediation (Points: 15)
Convenor(s): Dr Kurt Hess
Internal assessment/Exam ratio: 3:2
Prerequisite(s): FINA311 and FINA312

FINA589-10S (HAM), 10A (HAM), 10B (HAM)
Directed Study (Points: 15)
For Semester 10A (HAM)
Convenor(s): Not available at time of printing
For Semester 10B (HAM)
Convenor(s): AProf Stuart Locke
For Semester 10S (HAM)
Convenor(s): Dr Kurt Hess
Internal assessment/Exam ratio: 1:0

FINA590-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM), 10Y (HAM)
Directed Study (Points: 30)
Convenor(s): 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.

FINA591-10C (HAM)
Finance Dissertation (Points: 30)
Convenor(s): Dr Sazali Abidin
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON544, FINA511 and FINA512
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
FINA592-10C (HAM)
Finance Dissertation (Points: 60)

Convenor(s): Dr Dani Foo
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECONS44, FINA511 and FINA512

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA593-10C (HAM)
Finance Thesis (Points: 90)

Convenor(s): Dr Dani Foo
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECONS44, FINA511 and FINA512

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA594-10C (HAM)
Finance Thesis (Points: 120)

Convenor(s): Dr Dani Foo
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECONS44, FINA511 and FINA512

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA599-10C (HAM), 10D (HAM), 10E (HAM)
Report of an Investigation (Points: 30)

For Semester 10C (HAM)
Convenor(s): Dr Daniel Choi

For Semester 10D (HAM) and 10E (HAM)
Convenor(s): Mr Krishna Reddy
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restriction(s): 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

SCHOLARSHIPS
Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE HOSPITALITY MANAGEMENT?
The business of delivering a good time has many elements. Learn to integrate and manage hospitality operations that make lasting impressions.

Hospitality Management is about the management of businesses that supply food, drink, accommodation and entertainment; this industry needs operators who can plan, control, make strategic decisions, and know the legal requirements for the industry.

The hospitality industry in New Zealand employs more than 135,000 people and contributes 7.6 percent of New Zealand’s earnings. It’s a growth industry and faces constant demand for skilled staff.

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 also take hospitality management as a second major for your bachelors degree; once again the requirements for this can be found overleaf under the section Second Major for other degrees.
### AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</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>
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<td></td>
<td>TOMG207</td>
<td>B</td>
<td>Accommodation Management</td>
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<tr>
<td></td>
<td>TOMG216</td>
<td>A</td>
<td>Food and Beverage Management Placement</td>
<td>✓✓</td>
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<tr>
<td></td>
<td>TOMG217</td>
<td>B</td>
<td>Accommodation Management Placement</td>
<td>✓✓</td>
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<tr>
<td>3</td>
<td>TOMG301</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td>✓✓</td>
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<td></td>
<td>TOMG303</td>
<td>A</td>
<td>Hospitality Operations and Sustainable Management</td>
<td>✓✓</td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOMG402</td>
<td>B</td>
<td>Hospitality Management Control and Decision Making</td>
<td>✓✓</td>
<td></td>
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</tbody>
</table>

### CONTACTS FOR DEPARTMENT OF TOURISM AND HOSPITALITY MANAGEMENT

**DR ANNE ZAHRA**

- **Qualifications Convenor**
- Location: MSB2.35
- Phone: +64 7 838 4466 extn 5087
- Email: annezara@mngt.waikato.ac.nz

**ASSOCIATE PROFESSOR ASAD MOHSIN**

- **Graduate Convenor**
- Location: MSB3.35
- Phone: +64 7 838 4466 extn 5061
- Email: amohsin@waikato.ac.nz

**ADMINISTRATOR**

- Location: MSB2.15
- Phone: +64 7 838 4466 extn 4045
- Email: tourism@mngt.waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Tourism (BTour)

Hospitality Management

Available papers are listed in the table on page 175.

To complete the requirements for this major you must pass 120 points above 100 level and include:

» At least 60 points above 200 level
» 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 (see note below)
» TOMG303 Hospitality Operations and Sustainable Management
» TOMG402 Hospitality Management Control and Decision Making

Note: If you are taking Hospitality Management as a second major for the BTour degree then you may count TOMG390 in place of TOMG301.

Second Major for other degrees

Hospitality Management

If you are enrolled in an undergraduate degree that doesn’t list Hospitality Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 175.

To complete the requirements for this major you must pass 120 points above 100 level and include:

» At least 60 points above 200 level
» 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 (see note below)
» TOMG303 Hospitality Operations and Sustainable Management
» TOMG402 Hospitality Management Control and Decision Making

Note: Either TOMG101 Introduction to Tourism and Hospitality or TOMG202 Managing Tourism Demand and Behaviour are prerequisites for TOMG301. Please talk to the Management Student Centre for advice on your programme.
Graduate Certificate (GradCert)
Tourism and Hospitality Management (GradCert(THMgt))
The requirements for this qualification are located under the subject Tourism Management.

Graduate Diploma (GradDip)
Tourism and Hospitality Management (GradDip(THMgt))
The requirements for this qualification are located under the subject Tourism Management.

Postgraduate Certificate (PGCert)
Tourism and Hospitality Management (PGCert(THMgt))
The requirements for this qualification are located under the subject Tourism Management.

Postgraduate Diploma (PGDip)
Tourism and Hospitality Management (PGDip(THMgt))
The requirements for this qualification are located under the subject Tourism Management.

Master of Management Studies (MMS)
Tourism and Hospitality Management
The requirements for this qualification are located under the subject Tourism Management.

Tourism and Hospitality Management – Visitor Management
The requirements for this qualification are located under the subject Tourism Management.

Master of Philosophy and Doctor of Philosophy
Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

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”. 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.

**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. His publications number more than 100 refereed journal articles and 12 books. He is the editor of Tourism Management, a recipient of a life-time award for research from the Taiwan Leisure and Recreation Association, is one of only three New Zealand academics elected to Fellowship of the International Academy for the Study of Tourism, and has advised intergovernmental bodies (APEC) and the New Zealand Ministry of Tourism and the private sector. Currently most of his research is in China and the United Arab Emirates. The techniques he uses are both quantitative (based on psychometrics and including structural equation modelling) and qualitative (he tends to symbolic interactionism and structuralism) and these have informed research as diverse as an interpretation of a Buddhist festival in Wutaishan, China, to an analysis of the Technology Adoption Model (TAM) and internet usage by visitors to New Zealand. He is an experienced researcher and doctoral supervisor.

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 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 2010

For descriptions of TOMG (Tourism Management) papers, please refer to the relevant subject section.
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 AND PRIZES
Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE HUMAN RESOURCE MANAGEMENT?

Human Resource Management is about developing and managing an organisation’s most valuable asset, its people.

Human Resource Management (HRM) is concerned with getting the right people into the right jobs, knowing how to keep them and advance their careers. HR managers have a strategic role in an organisation because they deal with recruitment, salaries, training programmes and staff performance.

By studying Human Resource Management, you’ll acquire people management skills that will help you to better understand your workmates and employees, and better manage your future staff.

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 bachelors degree 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, Management Communication, Management Systems, Accounting, Marketing and Economics.
### AVAILABLE PAPERS IN 2010

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<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Human Resource Management
Available papers are listed in the table on page 181.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» At least 60 points (at least 4 papers) in HRMG coded papers including HRMG342 Human Resource Management

If you intend to take HRMG499 then you will need to pass the prerequisite paper HRMG343.

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

Human Resource Management
Available papers are listed in the table on page 181.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» At least 60 points (at least 4 papers) in HRMG coded papers including HRMG342 Human Resource Management

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.
Second Major for other degrees

Human Resource Management

If you are enrolled in an undergraduate degree that doesn’t list Human Resource Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 181.

To complete the requirements for this major you must pass 120 points above 100 level and include:

- At least 60 points above 200 level
- HRMG241 Organisational Behaviour
- HRMG342 Human Resource Management
- No more than two STMG/MCOM coded papers

Graduate Certificate (GradCert)

Human Resource Management (GradCert(HRM))

You must pass 60 points at 100 level or above and include:

- At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Human Resource Management (GradDip(HRM))

Available papers are listed in the table on page 181.

You must pass 120 points at 100 level or above and include:

- At least 80 points above 200 level
- HRMG341 Managerial Behaviour
- HRMG342 Human Resource Management
- No more than two STMG/MCOM coded papers

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.
Human Resource Management

Postgraduate Certificate (PGCert)

Human Resource Management (PGCert(HRM))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)

Human Resource Management (PGDip(HRM))
Available papers are listed in the table on page 181.
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

Master of Management Studies (MMS)

Human Resource Management
Available papers are listed in the table on page 181.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Master of Philosophy and Doctor of Philosophy
Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

**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.

**Dr Linda Twiname’s** research interests focus upon human resource management, organisational behaviour and employment relations. Her research interests include life sustainable work practices and organisational change management. She draws on qualitative research methodologies, with a particular interest in action research; and uses critical theoretical approaches with a particular interest in a Habermasian perspective.
HUMAN RESOURCE MANAGEMENT

PAPER DETAILS FOR 2010

For descriptions of MCOM (Management Communication), MKTG (Marketing), MSYS (Management Systems), SCEN (Social Enterprise), or STMG (Strategic Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

For descriptions of PSYC papers please refer to the Faculty of Arts and Social Sciences or the University of Waikato Calendar.

HRMG241-10S (HAM), 10A (HAM), 10B (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 10A (HAM) and 10B (HAM)
Convenor(s): Dr Linda Twiname
Internal assessment/Exam ratio: 3:2

For Semester 10S (HAM)
Convenor(s): Dr Linda Twiname
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191

Note: Lectures for this paper are delivered online. Tutorial attendance is required.

HRMG341-10A (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.

Convenor(s): Mr Glyndwr Jones, Prof Clive Gilson
Internal assessment/Exam ratio: 1:1
Prerequisite(s): HRMG241
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 10A (HAM)
Convenor(s): Mr Glyndwr Jones

For Semester 10B (HAM) and 10B (TGA)
Convenor(s): Mr Peter Haynes
Internal assessment/Exam ratio: 7:3
Prerequisite(s): 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.

HRMG343-10A (HAM), 10T (HAM)
Business Research Methods (Points:20)

Research methods fundamentally involve the question of how we can learn about and better comprehend our social world. This knowledge enables us to change or attempt to change that world. This paper examines how business research is conducted, including a broad exposure to an extensive variety of methods for gathering and analyzing both qualitative and quantitative data. Students will also learn what makes research interesting and relevant, how to evaluate research and recognise common limitations and unavoidable tradeoffs, and how to report the results of a research project.

For Semester 10A (HAM)
Convenor(s): Dr Paresha Sinha

For Semester 10T (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG241 or at the discretion of the Chairperson of Department

HRMG374-10A (HAM)
Women and Management (Points:20)

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; issues pertaining to the management of women in employment (by women and men), and the issues which arise for women as (aspiring) managers.

Convenor(s): Dr Suzette Dyer
Internal assessment/Exam ratio: 1:0
HRMG401-10A (HAM)

Human Resource Management and Employment Relations (*Points: 20*)

This paper is designed to address the increasingly important role of employment law in human resource management.

Students are exposed to current employment laws as they relate to issues such as health and safety, discrimination, harassment, strikes, individual agreements, collective agreements and dismissal.

*Convenor(s):* Prof Mark Harcourt  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisite(s):* HRMG341 or HRMG342

HRMG402-10B (HAM)

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(s):* Mr Glyndwr Jones  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* HRMG341 or HRMG342

HRMG444-10B (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 paper explores the nature of change in organisations and ways that managers can: manage particular change events effectively, and build an organisation’s capacity to cope with change, to develop what has been referred to as an ‘agile organisation’.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* HRMG241

HRMG445-10B (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.

*Convenors:* AProf Maria Humphries, Dr Suzanne Grant  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* HRMG241
HRMG488-10A (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(s):** Prof Mark Harcourt

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** HRMG342 or PSYC317

HRMG490-10C (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(s):** 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.

HRMG499-10C (HAM), 10D (HAM), 10E (HAM), 10F (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(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** all 100, 200 and 300 level BMS compulsory papers and HRMG343

**Restriction(s):** HRMG599

**Note:** Students who have completed MKTG352 Marketing Research are not required to complete HRMG343 Business Research Methods.

HRMG541-10A (HAM)

**Issues for Managerial Behaviour in 21st Century Organisations** *(Points: 30)*

The purpose of this paper is to encourage students to challenge the assumptions encountered in management and organisational behaviour papers taken to date. In this paper, students explore ideas relevant to organisations and management in the 21st century rather than those theories from yesterday and today. A linking theme is adopted in order to provide some structure to the various issues raised in this paper. The linking theme is ‘appropriate organisational structures, mechanisms and practices in a post industrial society’.

**Convenor(s):** Dr John Gilbert

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** HRMG341, HRMG342 or PSYC317
HRMG543-10B (HAM)
Pay and Performance Management *(Points:30)*

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.

Convenor(s): Prof Mark Harcourt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317

HRMG544-10A (HAM)
Human Resource Management Strategy *(Points:30)*

The paper will provide students with the opportunity to evaluate and discuss the latest research in human resource management strategy. 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.

Convenor(s): Prof Mark Harcourt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317

HRMG545-10B (HAM)
Employment Relations *(Points:30)*

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.

Convenor(s): Dr Linda Twiname
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317
HRMG574-10B (HAM)

Women and Organisations (Points: 30)

In this paper we examine the contribution of feminist research to our understanding of women and management. Two themes pervade the paper. 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. 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.

Convenor(s): Dr Suzette Dyer
Internal assessment/Exam ratio: 1:0

STMG580-10A (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. 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.

Convenor(s): Dr Eva Collins
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG391

HRMG590-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM)

Directed Study (Points: 30)

For Semester 10A (HAM) and 10B (HAM) and 10S (HAM)
Convenor(s): Not available at time of printing

For Semester 10C (HAM)
Convenor(s): Dr Linda Twiname
Internal assessment/Exam ratio: 1:0

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

HRMG591-10C (HAM)

Human Resource Management Dissertation (Points: 30)

Convenor(s): 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.

HRMG592-10C (HAM)

Human Resource Management Dissertation (Points: 60)

Convenor(s): 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.
### HRMG593-10C (HAM)
**Human Resource Management Thesis** *(Points: 90)*

- **Convenor(s):** 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.

### HRMG594-10C (HAM)
**Human Resource Management Thesis** *(Points: 120)*

- **Convenor(s):** 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.

### HRMG599-10C (HAM), 10D (HAM), 10E (HAM), 10F (HAM)
**Report of an Investigation** *(Points: 30)*

- **Convenor(s):** Not available at time of printing  
- **Internal assessment/Exam ratio:** 1:0  
- **Prerequisite(s):** all 100, 200 and 300 level BMS compulsory papers and HRMG343  
- **Restriction(s):** HRMG499
INTERNATIONAL MANAGEMENT

INTERESTS
» International Business
» Business and Foreign Languages
» Trade
» Economics
» Business Strategies
» Marketing

CAREERS
» International Trade Policy Adviser
» Tourism Consultant
» Industrial Development Analyst
» Business Development Adviser
» Management Positions, MNEs, SMEs
» International Marketing Analyst
» Translator

EMPLOYERS
» International and Government Organisations
» Ministry of Foreign Affairs and Trade
» Ministry of Economic Development
» Multinational Enterprises
» Small-Medium sized Firms Operating Internationally
» New Zealand Trade and Enterprise
» Tourism Operators

SCHOLARSHIPS
Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE INTERNATIONAL MANAGEMENT?
See the global picture. International Management deals with business activities that span continents and cultures.

New Zealand businesses must learn to operate effectively in countries with different economic, cultural, political, legal and technological environments. International management teaches you how to analyse international business environments and to develop effective strategies for entering and servicing international markets.

Alongside management papers, you can choose to learn or continue to learn a foreign language. These skills prepare you for a range of careers in the commercial sector, notably in export and international management, and in finance, government departments and tourism.

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 bachelors degree 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.
# AVAILABLE PAPERS IN 2010

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</table>

Contact for International Management

Associate Professor Michèle Akoorie – Undergraduate and Graduate
Location: MSB.4.32
Phone: +64 7 838 4466 extn 8642
Email: mema@waikato.ac.nz

Qualification and Specific Subject Requirements

Bachelor of Management Studies (BMS)

International Management
Available papers are listed in the table on page 194.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» STMG311 The International Business Environment
» STMG412 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
And complete one of the following options:

- An International Management Language specialisation available in Chinese, French, German, Japanese, Spanish or Te Reo Māori (A language major is also acceptable)
- Study abroad leading to credit of at least 60 points undertaken while enrolled for your BMS degree
- Completion of an international 499 Report of an Investigation, or an international Directed Study paper, that involves at least three weeks of research outside of New Zealand
- International Coursework including: either STMG416 Special Topic: Doing Business in Europe (see note below) or POLS314 European Integration, and STMG315 Doing Business in BRICs and either MCOM476 Communicating Across Cultures or MKTG353 International Marketing

**Note:** STMG416 is not offered in 2010 so please contact either Associate Professor Michele Akoorie or Dr Paresha Sinha for programme advice.

All students may choose any additional papers, though papers often have prerequisites and careful programme planning will be required, from:

- 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 (see note below)
- MKTG353 International Marketing
- MSYS335 Managerial Decision Making
- MSYS365 Business Analysis and Consultancy
- MSYS377 Supply Chain Management
- POLS314 European Integration
- STMG315 Doing Business in BRICs (Brazil, Russia, India and China)
- STMG346 Strategy and the Internet
- 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
- MSYS435 Advanced Managerial Decision Making
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS477 Advanced Supply Chain Management
- STMG416 Special Topic: Doing Business in Europe
- TOMG403 Managing Tourism Experiences in the Pacific Rim

**Note:** Students planning to take STMG499 must take the prerequisite paper HRMG343 as one of their electives.
International Management Language Specialisations
For each International Management Language Specialisation you must include:
» STMG311 The International Business Environment
» STMG412 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance (see note below)

Note: If your BMS 499/599 Report of an Investigation paper involves a project that requires you to undertake study/research in another country, then it may be counted for your major in place of ECON306/406 or FINA317/417.

In addition to the above requirements each language specialisation has specific requirements as outlined below:

International Management – Chinese
You must include:
» CHIN201 Chinese Language 2: Part A
» CHIN202 Chinese Language 2: Part B
And choose 20 points from:
» CHIN301 Chinese Language 3: Part A
» CHIN303 Chinese History and Social Institutions
» CHIN304 Visualising China: Film, Media and Culture

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
You must include:
» 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
You must include:
» GERM231 German Language Intermediate 1 (see note below)
» GERM233 German Language Intermediate 2 (see note below)
» GERM301 German Language Studies 3

Note: 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. Also, 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
You must include:
» JAPA201 Intermediate Japanese Part A
» JAPA202 Intermediate Japanese Part B

And choose 20 points from:
» JAPA301 Advanced Japanese I
» JAPA302 Advanced Japanese II

Note: Students with no previous experience of Japanese must take JAPA131 Japanese for Beginners 1 Part A and JAPA132 Japanese for Beginners 1 Part B, and JAPA231 Japanese for Beginners 2 Part A and JAPA232 Japanese for Beginners 2 Part B as elective or additional papers.

International Management – Spanish
You must include:
» 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
You must include:
» 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
Available papers are listed in the table on page 194 though some papers have prerequisites and careful programme planning is required.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» STMG311 The International Business Environment
» STMG588 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
And complete one of the following options:

» An International Management Language specialisation available in Chinese, French, German, Japanese, Spanish or Te Reo Māori (A language major is also acceptable)

» Study abroad leading to credit of at least 60 points undertaken while enrolled for your BMS or BMS(Hons) degree

» Completion of an international 499 Report of an Investigation, or an international Directed Study paper, that involves at least three weeks of research outside of New Zealand

International Coursework including: either STMG416 Special Topic: Doing Business in Europe (see note below) or POLS314 European Integration, and STMG315 Doing Business in BRICs and either MCOM476 Communicating Across Cultures or MKTG353 International Marketing

**Note:** STMG416 is not offered in 2010 so please contact either Associate Professor Michele Akoorie or Dr Paresha Sinha for programme advice.

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

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**Second Major for other degrees**

International Management

If you are enrolled in an undergraduate degree that doesn’t list International Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 194.

To complete the requirements for this major you must pass 120 points above 100 level and include:

» At least 60 points above 200 level

» MKTG209 Principles of Marketing

» STMG311 The International Business Environment

» Either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance

And complete one of the following options:

» An International Management Language specialisation available in Chinese, French, German, Japanese, Spanish or Te Reo Māori (A language major is also acceptable)

» Study abroad leading to credit of at least 60 points undertaken while enrolled for your BMS or BMS(Hons) degree

» Completion of an international 499 Report of an Investigation, or an international Directed Study paper, that involves at least three weeks of research outside of New Zealand

International Coursework including: either STMG416 Special Topic: Doing Business in Europe (see note below) or POLS314 European Integration, and STMG315 Doing Business in BRICs and either MCOM476 Communicating Across Cultures or MKTG353 International Marketing

**Note:** STMG416 is not offered in 2010 so please contact either Associate Professor Michele Akoorie or Dr Paresha Sinha for programme advice.
You may choose any additional papers, though papers often have prerequisites and careful programme planning will be required, from:

» ECON200 Macroeconomics and the Global Economy
» ECON236/336 Comparative Economic Performance
» FINA201 Finance (see note below)
» MCOM231 Interpersonal Communication
» MKTG251/351 Marketing Strategy
» ECON319/419 China's Economic Development
» MKTG353 International Marketing
» STMG347 Comparative Styles of Strategy Making
» STMG388 Strategic Alliances and Networks
» MCOM476 Communicating Across Cultures
» STMG412 International Business Strategy

*Note:* FINA201 is *not available for BBA students.*

**Graduate Certificate (GradCert)**

**International Management (GradCert(IntMgt))**

You must pass 60 points at 100 level or above and include:

» At least 40 points above 200 level

The following programme of study is recommended:

» Include MKTG209 Principles of Marketing
» Include STMG311 The International Business Environment

And choose 20 points from:

» 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

**Graduate Diploma (GradDip)**

**International Management (GradDip(IntMgt))**

Available papers are listed in the table on page 194.

You must pass 120 points at 100 level or above and include:

» At least 80 points above 200 level
» MKTG209 Principles of Marketing
» STMG311 The International Business Environment
» STMG412 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA317/417 International Corporate Finance
And choose 40 points from:

- ECON200 Macroeconomics and the Global Economy
- ECON236/336 Comparative Economic Performance
- FINA201 Finance
- MCOM231 Interpersonal Communication
- MKG251/351 Marketing Strategy
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG203 Tourism Package Operations
- ACCT331 Management Accounting
- ECON319/419 China’s Economic Development
- MKTG353 International Marketing
- MSYS335 Managerial Decision Making
- MSYS365 Business Analysis and Consultancy
- MSYS377 Supply Chain Management
- STMG315 Doing Business in BRICs (Brazil, Russia, India and China)
- STMG346 Strategy and the Internet
- 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
- MSYS435 Advanced Managerial Decision Making
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS477 Advanced Supply Chain Management
- STMG416 Special Topic: Doing Business in Europe
- TOMG403 Managing Tourism Experiences in the Pacific Rim

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Certificate (PGCert)**

**International Management (PGCert(IntMgt))**

You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.
Postgraduate Diploma (PGDip)

International Management (PGDip(IntMgt))

Available papers are listed in the table on page 194.

You must pass 120 points at 500 level and include:

» STMG588 International Business Strategy

And choose 90 points, though papers often have prerequisites and careful programme planning will be required, from:

» 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
» MCOM576 Intercultural Communication
» MCOM584 Global Sustainability Issues for Public Relations
» MKTG507 The Research Process: Marketing and International Management
» MKTG553 International Marketing
» MNGT501 Research Methods in Management Studies
» MSYS555 E-Business Research
» MSYS576 21st Century Logistics
» MSYS577 E-Enabled Agile Supply chains
» STMG501 Global Business: Strategic Marketing and Management
» STMG502 Business Research Methods
» STMG517 Current Issues in International Management
» STMG555 Foundations of Organisation and Strategies
» TOMG501 International Tourism and Hospitality Marketing
» TOMG507 Hotel and Resort Operations Management

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.
Master of Management Studies (MMS)

International Management
Available papers are listed in the table on page 194.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

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

RESEARCH AND SUPERVISION INTERESTS
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 2010
For descriptions of ACCT (Accounting), ECON (Economics), FINA (Finance), HRMG (Human Resource Management), MCOM (Management Communication), MKTG (Marketing), or TOMG (Tourism Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

For descriptions of POLS (Political Science/Public Policy) and TOST (Tourism Studies) papers please refer to the Faculty of Arts and Social Sciences or the University of Waikato Calendar.
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

SCHOLARSHIPS

Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE MANAGEMENT AND SUSTAINABILITY?

In a world of scarce resources we need passionate managers with the skills to make a difference.

Management and Sustainability focuses on issues of environmental management, corporate social responsibility and the activities of firms, government organisations and non-government organisations.

You’ll gain knowledge necessary for management at the interface between organisations, the environment and society. This subject provides a sound basis for a career as an analyst or manager committed to a sustainable world.
### AVAILABLE PAPERS IN 2010

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### CONTACTS FOR MANAGEMENT AND SUSTAINABILITY

**MS MARIA FITZGERALD – ADMINISTRATOR**

Location: MSB2.16  
Phone: +64 7 838 4466 extn 4758  
Email: mfitzy@waikato.ac.nz

**DR DAN MARSH**

Location: MSB2.19  
Phone: +64 7 838 4466 extn 4950  
Email: dmarsh@waikato.ac.nz

**PROFESSOR RIC SCARPA**

Location: MSB2.13  
Phone: +64 7 838 4466 extn 4848  
Email: rscarpa@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Graduate Diploma (GradDip)**

Management and Sustainability (GradDip(MgtStn))
Available papers are listed in the table on page 205.

You must pass 120 points at 100 level or above and include:

» At least 80 points above 200 level
» ECON316/416 Dimensions of Sustainability (see note below)
» STMG344 Business, Government and Society
» ACCT407 Accounting for Sustainability
» ECON415 Environmental and Natural Resource Economics

*Note*: ECON316/416 will not be available in 2010. Please discuss an appropriate programme of study with the Department’s Graduate Convenor.

You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

**Postgraduate Certificate (PGCert)**

Management and Sustainability (PGCert(MgtStn))
Available papers are listed in the table on page 205.

You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

And choose at least 30 points from:

» ACCT507 Accounting for Sustainability and a Changing Environment
» ECON538 Natural Resource Economics
» ECON539 Environmental and Economic Resources
» MCOM584 Global Sustainability Issues for Public Relations
» STMG580 Strategies for Sustainability

And choose no more than 30 points from:

» ACCT541 Fraud Auditing
» DEV5502 Sustainable Resource Concepts
» ENV5521 Environmental Evaluation
» POL537 Environmental Politics and Public Policy
» STMG557 Strategic Partnerships and Collaboration
» STMG580 Strategies for Sustainability
» TOMG502 Tourism Development and the Environment
Postgraduate Diploma (PGDip)

Management and Sustainability (PGDip(MgtStn))

Available papers are listed in the table on page 205.

You must pass 120 points at 500 level and choose at least 60 points from:

» ACCT507 Accounting for Sustainability and a Changing Environment
» ECON538 Natural Resource Economics
» ECON539 Environmental and Economic Resources
» MCOM584 Global Sustainability Issues for Public Relations
» STMG580 Strategies for Sustainability

And choose no more than 60 points from:

» ACCT541 Fraud Auditing
» DEVS502 Resource Issues
» ENVS521 Environmental Evaluation
» MSUS590 Directed Study
» MSUS591 Dissertation
» MNGT501 Research Methods in Management Studies
» MSYS551 Management Systems Research
» POLS537 Environmental Politics and Public Policy
» STMG557 Strategic Partnerships and Collaboration
» TOMG502 Tourism Development and the Environment

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.
Master of Management Studies (MMS)

Management and Sustainability
Available papers are listed in the table on page 205.

All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

And choose at least 60 points from (see note below):
» ACCT507 Accounting for Sustainability and a Changing Environment
» ECON538 Natural Resource Economics
» ECON539 Environmental and Economic Resources
» MCOM584 Global Sustainability Issues for Public Relations
» STMG580 Strategies for Sustainability

Note: This requirement will be waived if this has been completed as part of a previous qualification.

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

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

RESEARCH AND SUPERVISION INTERESTS

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.

www.management.ac.nz
For descriptions of ACCT (Accounting), ECON (Economics), MCOM (Management Communication), MSYS (Management Systems), STMG (Strategic Management) or TOMG (Tourism Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

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. Alternatively, please refer to the *University of Waikato Calendar*.

**MSUS590-10A (HAM), 10B (HAM)**
**Directed Study (Points: 30)**

Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Equivalent(s):* ENVR590

**MSUS591-10C (HAM)**
**Management and Sustainability Dissertation (Points: 30)**

A report on the findings of a theoretical or empirical investigation.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Equivalent(s):* ENVR591  

*Note:* The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

**MSUS592-10C (HAM)**
**Management and Sustainability Dissertation (Points: 60)**

A report on the findings of a theoretical or empirical investigation.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Equivalent(s):* ENVR592  

*Note:* The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

**MSUS593-10C (HAM)**
**Management and Sustainability Thesis (Points: 90)**

An externally examined piece of written work that reports on the findings of supervised research.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0

**MSUS594-10C (HAM)**
**Management and Sustainability Thesis (Points: 120)**

An externally examined piece of written work that reports on the findings of supervised research.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Equivalent(s):* ENVR594  

*Note:* The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
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

Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE MANAGEMENT COMMUNICATION?

In management, communication underpins everything.

Research shows that good communication skills are a good predictor of career success and the opportunities for Management Communication graduates are plenty.

Management Communication graduates can go on to work as communications or corporate managers, negotiators, public administrators, writers and political, community or business leaders. We offer two streams; one that focuses on writing and speaking skills; the other on interaction skills; including interpersonal, inter-cultural, team-building, and strategic communication.

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 bachelor's degree 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.
## AVAILABLE PAPERS IN 2010

<table>
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<th>Level</th>
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<th>Semester</th>
<th>Description</th>
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<th>BCS</th>
<th>BCS(Hons)</th>
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</table>
## CONTACTS FOR THE DEPARTMENT OF MANAGEMENT COMMUNICATION

### Undergraduate enquiries

**DR CHERYL COCKBURN-WOOTTEN**  
Location: MSB4.38  
Phone: +64 7 838 4466 extn 6377  
Email: cwootten@waikato.ac.nz

**DR PRUE HOLMES**  
Location: MSB4.35I  
Phone: +64 7 838 4466 extn 4141  
Email: pholmes@waikato.ac.nz

**DR MARY SIMPSON**  
Location: MSB4.35  
Phone: +64 7 838 4466 extn 8357  
Email: mary@waikato.ac.nz

### Graduate enquiries

**DR NITTAYA CAMPBELL**  
Location: MSB4.35F  
Phone: +64 7 838 4466 extn 6281  
Email: nittaya@waikato.ac.nz

**DR SHIV GANESH**  
Location: MSB4.37  
Phone: +64 7 838 4466 extn 8529  
Email: sganesh@waikato.ac.nz

**DR PRUE HOLMES**  
Location: MSB4.35I  
Phone: +64 7 838 4466 extn 4141  
Email: pholmes@waikato.ac.nz

**PROFESSOR DAVID MCKIE**  
Location: MSB4.35D  
Phone: +64 7 838 4466 extn 4197  
Email: dmckie@waikato.ac.nz

**ASSOCIATE PROFESSOR DEBASHISH MUNSHI**  
Location: MSB4.35K  
Phone: +64 7 838 4466 extn 4450  
Email: munshi@waikato.ac.nz

**PROFESSOR TED ZORN**  
Location: MSB4.35D  
Phone: +64 7 838 4466 extn 4776  
Email: tzorn@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Management Communication

Available papers are listed in the table on page 211.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication

And choose 60 points from:

» MCOM220 Communication Theory
» MCOM238 Communication, Health and Well-being
» MCOM239 Events and Communication Management
» MCOM330 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332 Professional and Public Relations Writing
» MCOM338 Managing Health Relationships
» MCOM339 Events and Communication Management
» MCOM340 Communicating Social Change
» MCOM380 Special Topic
» MCOM387 Communication Internship
» MCOM390 Directed Study
» 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
» MCOM480 Special Topic:
» MCOM490 Directed Study

The following papers may be taken as 100 level electives but do not count towards your major:

» MCOM102 Communication in a Digital Age
» MCOM103 Journalism and Professional Practices
» MCOM104 Business Writing
» MCOM132 Creative Communication in Management
» MCOM133 Introduction to Corporate Communication
Available papers are listed in the table on page 211.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

- At least 60 points (at least 3 papers) above 200 level
- At least 40 points (at least 2 papers) above 300 level
- At least 30 points at 500 level for each major subject
- MCOM231 Interpersonal Communication
- MCOM292 Business Communication
- MCOM392 Managing Organisational Communication

And choose at least 60 points from:

- MCOM565 Meaningful Work and Wellbeing
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership
- MCOM586 Communication and Technology
- MCOM587 Communication Internship

Don't forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.
Bachelor of Communication Studies (BCS)

Management Communication
Available papers are listed in the table on page 211.
To complete the requirements for this major you must pass 120 points above 100 level and include:
- At least 60 points above 200 level
- MCOM231 Interpersonal Communication
- MCOM292 Business Communication
- MCOM392 Managing Organisational Communication

And choose 60 points from:
- MCOM200 Management Communication
- MCOM238 Communication, Health and Well-being
- MCOM239 Events and Communication Management
- MCOM330 Professional Speaking and Speechwriting
- MCOM331 Managing Conflict and Consensus
- MCOM332 Professional and Public Relations Writing
- MCOM338 Managing Health Relationships
- MCOM339 Events and Communication Management
- MCOM340 Communicating Social Change
- MCOM387 Communication Internship
- MCOM390 Directed Study
- MCOM398 Careers and Communication Consulting Methods
- MCOM399 Communication Investigation in the Workplace (see note below)
- MCOM430 Professional Speaking and Speechwriting
- MCOM431 Negotiation and Persuasion
- MCOM432 Professional and Public Relations Writing
- MCOM476 Communicating Across Cultures
- MCOM490 Directed Study

You can choose to swap one of the above papers for one of:
- 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: MCOM399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations.
Bachelor of Communication Studies with Honours (BCS(Hons))

Management Communication
Available papers are listed in the table on page 211.
You must pass 120 points at 500 level and choose at least 60 points from:
- MCOM565 Meaningful Work and Wellbeing
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership
- MCOM586 Communication and Technology

And choose no more than 60 points from:
- BFAL502 Future Focused Action Learning and Research
- MCOM530 Communication Research Methods
- MCOM566 Special Topic
- MCOM581 Public Relations and Sport
- MCOM582 Public Relations in the Culture Industries
- MCOM584 Global Sustainability Issues for Public Relations
- MCOM585 Corporate Public Relations
- MCOM586 Communication and Technology
- MCOM587 Communication Internship
- MCOM590 Directed Study
- MCOM591 Dissertation (30 points)
- MNGT501 Research Methods in Management Studies

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

Second Major for other degrees

Management Communication
If you are enrolled in an undergraduate degree that doesn’t list Management Communication as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 211.

To complete the requirements for this major you must pass 120 points above 100 level and include:
- At least 60 points above 200 level
- MCOM231 Interpersonal Communication
- MCOM292 Business Communication
- MCOM392 Managing Organisational Communication
You may not include any of the following Public Relations papers towards this major:

» MCOM233 Public Relations Practice
» MCOM235 Media and Public Relations
» MCOM237 Advertising Communication and Creativity
» MCOM333 Public Relations Campaigns
» MCOM334 Public Relations Cases
» MCOM335 Media and Public Relations
» MCOM337 Advertising, Branding and Identity.Com
» MCOM434 Public Relations Cases

Graduate Certificate (GradCert)

Management Communication (GradCert(MgtComm))
You must pass 60 points at 100 level or above and include:

» At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Management Communication (GradDip(MgtComm))
Available papers are listed in the table on page 211.
You must pass 120 points at 100 level or above and include:

» At least 80 points above 200 level
» MCOM200 Management Communication
» MCOM392 Managing Organisational Communication

And choose 80 points from:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM239 Events and Communication Management
» MCOM330 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332 Professional and Public Relations Writing
» MCOM338 Managing Health Relationships
» MCOM339 Events and Communication Management
» MCOM340 Communicating Social Change
» 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

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.
Dispute Resolution (GradDip(DR))
You must pass 120 points above 100 level and include:
» At least 80 points above 200 level
» LAWS205 Foundations in Legal Studies
» LAWS306 Dispute Resolution
» MCOM331 Managing Conflict and Consensus
And choose at least 20 points from:
» LAWS449 Mediation: Law, Principles and Practice
» MCOM431 Negotiation and Persuasion
And choose no more than 40 points from:
» 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)
» LAWS490 Directed Study
» MCOM476 Intercultural Communication

Postgraduate Certificate (PGCert)
Management Communication (PGCert(MgtComm))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)
Management Communication (PGDip(MgtComm))
Available papers are listed in the table on page 211.
You must pass 120 points at 500 level and choose at least 60 points from:
» MCOM565 Meaningful Work and Wellbeing
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM586 Communication and Technology
And no more than 60 points from:
» BFAL502 Future Focused Action Learning and Research
» MCOM530 Communication Research Methods
» MCOM566 Special Topic
» MCOM581 Public Relations and Sport
» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations
» MCOM585 Corporate Public Relations
» MCOM586 Communication and Technology
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

**Master of Management Studies (MMS)**

Management Communication
Available papers are listed in the table on page 211.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
And choose at least 60 points from (see note below):
» MCOM565 Meaningful Work and Wellbeing
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM586 Communication and Technology
If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points
However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level

*Note: This requirement will be waived if this has been completed as part of a previous qualification.*

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

**Master of Philosophy and Doctor of Philosophy**
Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

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 issues related to managerial identities, gender, professionalism and the processes of organising identities. Current research projects include: diversity and women; health professionals and public service identities.

Dr Fabrice Desmarais’ main area of research is advertising and culture. His multidisciplinary advertising research connects with other areas and disciplines such as sport (endorsement and commentary), law (self regulation of advertising), tourism (advertising as tourism space). Current research focuses on advertising and sustainability.

Dr Shiv Ganesh’s research focuses on communication issues surrounding globalization particularly as they are evident in the context of information and communication technologies, non-government and non-profit organisations, global social movements, and gender and entrepreneurship. He has conducted and published research on all these topics. His work is rooted in critical and qualitative traditions, and he has an emerging interest in multi-theoretical and multi-methodological approaches to research and problem-solving.

Dr Alison Henderson is interested in the organisational communication and public relations associated with controversial public issues and influences on public knowledge. She has a special interest in the social and cultural implications of emerging technologies, and has published on both industry and activist perspectives of genetic modification. Alison’s current research examines the positioning of nutrition, issues associated with what “counts” as healthy food, and the dialectic between high-tech “functional” foods and “natural” foods.

Dr Prue Holmes’ general area of research is in intercultural communication from an interpretive/critical perspective. Her work explores international students’ learning and communication, and intercultural communication competence in pluricultural contexts. She also researches communication with Chinese people, in particular, Chinese students as sojourners and migrants. Drawing on her work and research experience in Hong Kong and China, she is engaged in research on internationalisation and academic programmes with partner institutions in China. A new strand of research is intercultural responsibility, in particular, in the context of New Zealand’s engagement with Islamic communities. Other intercultural research includes migrants and ICTs.

Professor David McKie has a broad range of interests in qualitative research with current projects on action inquiry, action research, and the action sciences; applying Complexity theory; Blue Ocean strategy; change management; creativity and innovation, emergent methods; emotional intelligence; entrepreneurship; futures; leadership and leadership development framework; public relations; social marketing, strategic communication, and sustainable productivity.
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.

Dr Mary Simpson interests encompass organisational communication and interpersonal communication in the workplace, and her research focuses on elders in organisations as they engage in various stakeholder roles including members, investors, and workers.

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 (eg leadership, consensus building, and communication skills/abilities).

**PAPER DETAILS FOR 2010**

For descriptions of HRMG (Human Resource Management), MSYS (Management Systems), or STMG (Strategic Management) papers, please refer to the relevant subject sections. MNGT descriptions are found in the Accounting section.

**MNGT100-10B (HAM)**
**Management and Sustainability (Points:15)**
This paper introduces students to the concept of sustainability and its importance to management and business from the perspectives of economics, strategic management and management communication. Topics include the economic, environmental, social, cultural and ethical dimensions of sustainability, corporate social responsibility, sustainability frameworks and consideration of the actions available to achieve a more sustainable world.
Convenor(s): Dr Dan Marsh
Internal assessment/Exam ratio: 1:0

**MCOM102-10A (HAM)**
**Introduction to Communication in a Digital Age (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 in a digital age’ to revisit age-old problems involved in developing thoughtful, effective, ethical, and socially significant communication practices and skills.
Convenor(s): Dr Mary Simpson
Internal assessment/Exam ratio: 2:1

**MCOM103-10B (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(s): AProf Debashish Munshi
Internal assessment/Exam ratio: 2:1
This paper focuses on developing communication skills, including the tools for analysis and argumentation, needed to write effective business documents.

For Semester 10A (HAM)
Convenor(s): Dr Prue Holmes

For Semester 10B (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 2:1
Restriction(s): ALED100

This paper examines creativity and imagination from a communication perspective and focuses on how to manage it at personal, organisational, and social levels in different settings. It shows how creative communication has become a central component in contemporary management and society with the growth of the creative classes, the increasing centrality of innovation in organisations, and the expanding demand for innovative personnel. The course considers a range of diverse theories of creativity and explores different imaginative practices in organisational contexts.

Convenor(s): Prof David McKie
Internal assessment/Exam ratio: 7:3

This paper offers an introduction to the field of corporate communication and offers the chance to simulate what is involved in promoting a business. It focuses on generating ideas to produce a business as well as the creative elements of communication in workplaces. The paper also examines business ethics and sustainability in the context of corporate communication and the specific challenges posed for practice in New Zealand.

Convenor(s): Prof David McKie
Internal assessment/Exam ratio: 2:1
Prerequisite(s): 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), Media Studies, or Te Reo Māori
Managers and leaders 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 personal and organisational success. This paper will explore key practices, skills, and theories of managerial and leadership communication at a range of levels, including interpersonal, team, organisational and external communication.

For Semester 10A (HAM)
Convenor(s): Dr Fabrice Desmarais

For Semester 10B (HAM)
Convenor(s): Not available at time of printing

For Semester 10S (HAM)
Convenor(s): Dr Shiv Ganesh
Internal assessment/Exam ratio: 7:3

MCOM220-10A (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.

Convenor(s): Prof Kay Weaver
Internal assessment/Exam ratio: 2:1

MCOM231-10A (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(s): Dr Mary Simpson
Internal assessment/Exam ratio: 2:1

MCOM233-10A (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(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0

Note: This paper may not normally be taken towards a Management Communication major.
MANAGEMENT COMMUNICATION

MCOM235-10B (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 media stakeholders including journalists and media publics in order to meet public relations objectives. This 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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM335

Note: This paper may not normally be counted towards a Management Communication major.

MCOM237-10A (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. Guest speakers will give you insight into different aspects of the advertising industry.

Convenor(s): Dr Fabrice Desmarais
Internal assessment/Exam ratio: 1:0

Note: This paper may not normally be counted towards a Management Communication major.

MCOM238-10B (HAM)

Communication, Health and Wellbeing (Points: 20)

This paper investigates the relationships among health, communication and wellbeing in interpersonal, institutional and societal levels, specifically examining the impact of health promotion upon individual and community wellbeing.

Convenor(s): Dr Shiv Ganesh
Internal assessment/Exam ratio: 1:0

MCOM239-10B (HAM)

Events and Communication Management (Points: 20)

This paper draws together best practice in event management from a practical business perspective. There is a particular focus on fundraising and sponsorship events. Students will research, design, plan, coordinate and evaluate an event as part of the assessment.

Convenor(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM339
MCOM292-10B (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(s): Dr Nittaya Campbell
Internal assessment/Exam ratio: 2:1

MCOM330-10S (TGA), 10S (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(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM430

MCOM331-10A (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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM332-10A (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(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM292 is highly recommended
Restriction(s): MCOM432
MCOM333-10B (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(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM233

Note: This paper may not normally be counted towards a Management Communication major.

MCOM334-10B (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(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM233
Restriction(s): MCOM434

Note: This paper may not normally be counted towards a Management Communication major.

MCOM335-10B (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 media stakeholders including journalists and media publics in order to meet public relations objectives. This 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. You will also examine current issues in media relations research and practice.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM235

Note: This paper may not normally be counted towards a Management Communication major.

MCOM338-10B (HAM)
Managing Health Relationships (Points: 20)
This paper offers students an opportunity to examine a range of theoretical approaches to managing health relationships. Students will learn strategies for effective interaction among a range of stakeholders; for example, health providers, government, community and not-for-profit organisations, and patients.

Convenor(s): Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 1:0
MCOM339-10B (HAM)
Events and Communication Management (Points: 20)
This paper draws together best practice in event management from a practical business perspective. There is a particular focus on fundraising and sponsorship events. Students will research, design, plan, coordinate and evaluate an event as part of the assessment of the paper.

Convenor(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM239

MCOM340-10A (HAM)
Communicating Social Change (Points: 20)
This paper examines a range of theoretical and practical approaches to the communication and management of social change, including emerging perspectives of risk and collective action. It has a particular focus on environmental, health and human rights issues.

Convenor(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0

MCOM387-10A (HAM), 10B (HAM), 10C (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(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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 paper, with a minimum A grade average, and the approval of a learning agreement form by the Internship Coordinator

MCOM390-10A (HAM), 10B (HAM), 10Y (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(s): 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.

MCOM392-10A (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(s): Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 1:0
MCOM399-10A (HAM), 10B (HAM), 10C (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(s):* Not available at time of printing

*Internal assessment/Exam ratio:* 1:0

*Restriction(s):* MKTG399

*Note:* This paper is only available for BCS students taking two majors from the following list: Management Communication, Marketing, and Public Relations.

MCOM430-10S (TGA), 10S (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(s):* Dr Alison Henderson

*Internal assessment/Exam ratio:* 1:0

*Restriction(s):* MCOM330

MCOM431-10B (HAM)

**Negotiation and Persuasion (Points: 20)**

This paper provides you with the ability to critically examine the process of influence in and by organisations. Through an exploration of theories of persuasive communication and extensive application and practice, you develop skills and knowledge to be more sophisticated consumers and producers of persuasive messages, particularly in the context of negotiation. Emphasis is placed on the processes by which individuals in organisations attempt to influence others in a range of internal and external settings.

*Convenor(s):* Not available at time of printing

*Internal assessment/Exam ratio:* 1:0

MCOM432-10A (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(s):* Dr Alison Henderson

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MCOM292 is highly recommended

*Restriction(s):* MCOM332

www.management.ac.nz
MCOM434-10B (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(s):** Dr Michèle Schoenberger-Orgad  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** MCOM233  
**Note:** This paper may not normally be taken towards a Management Communication major.

MCOM476-10A (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, verbal and nonverbal codes, and intercultural communication in various contexts such as management, tourism, and health. 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(s):** Dr Prue Holmes  
**Internal assessment/Exam ratio:** 1:0

MCOM490-10A (HAM), 10B (HAM), 10Y (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(s):** 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.

MCOM499-10C (HAM), 10D (HAM), 10E (HAM), 10F (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. Students who wish to enrol in F semester need to have their topic approved and a supervisor in place before enrolling.

**Convenor(s):** Dr Mary Simpson  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** all 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study  
**Restriction(s):** MCOM599
MCOM530-10A (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(s):** Prof Kay Weaver

**Internal assessment/Exam ratio:** 1:0

**Restriction(s):** ACCT501, ECON544, MKTG507, MNGT501, MSYS551, SCEN503, STMG502 and TOMG506

MCOM576-10B (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(s):** Dr Nittaya Campbell

**Internal assessment/Exam ratio:** 1:0

MCOM579-10B (HAM)

Communication in Organisations *(Points: 30)*

This paper examines relationships among communication and organising processes by reviewing major themes in organisational communication research, such as structure, networks, culture, power, discourse, identity, difference, action, and practice. The course emphasizes how an understanding of these various research themes enables effective, ethical and sustainable communication in organisational contexts.

**Convenor(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

MCOM583-10A (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(s):** Prof David McKie

**Internal assessment/Exam ratio:** 1:0
MCOM584-10B (HAM)

Global Sustainability Issues for Public Relations (Points: 30)

With the development of a global economy, organisations increasingly face issues that are global in nature and which threaten the long-term sustainability of the organisations themselves, as well as the environments in which they operate. Issues management, which has a close bearing on public policy, is one of the major areas of public relations practice. Because of its fundamental strategic importance, an understanding of public relations in the area of public policy is essential for all public relations practitioners regardless of the area of practice they choose to enter. This paper explores issues of political, social, environmental governance, all of which are key to the sustainability of organisations.

Convener(s): Prof Juliet Roper
Internal assessment/Exam ratio: 1:0

MCOM585-10A (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 takes a critical approach to public relations and examines the strategic interrelationships between corporates and other stakeholder organisations in key areas of public relations: identity and image, issues management, crisis management, and corporate social responsibility.

The paper explores the ways in which strategic interrelationships can be understood and managed, how particular stakeholder voices may be marginalised or provoke resistance, and the implications of these relationships for ethical public relations practice. The value of such a perspective is that it allows students to move beyond the functional solutions commonly applied to public relations problems towards alternative solutions that may be more innovative and creative.

Convener(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0

MCOM587-10A (HAM), 10B (HAM), 10C (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.

Convener(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Prerequisite(s): a minimum B+ grade average and the approval of a learning agreement form by the Internship Coordinator
MANAGEMENT COMMUNICATION

MCOM590-10S (HAM), 10A (HAM), 10B (HAM), 10Y (HAM)

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(s): 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.

MCOM591-10C (HAM)

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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM530

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MCOM592-10C (HAM)

Management Communication Dissertation (Points: 60)

This paper, like the directed research project, 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(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM530

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
MCOM593-10C (HAM)
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(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisite(s): MCOM530

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MCOM594-10C (HAM)
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(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisite(s): MCOM530

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MCOM599-10C (HAM), 10D (HAM), 10E (HAM), 10F (HAM)
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(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study

Restriction(s): MCOM499
MANAGEMENT SYSTEMS

INTERESTS
» Electronic Business
» Supply Chain Management
» Decision Making
» Electronic Commerce
» Information Technology
» Project Management

WHY CHOOSE MANAGEMENT SYSTEMS?
Organisations no longer can use silo thinking – they need to think of themselves as a system.

Organisations once arranged themselves as a series of ‘silos’ – a collection of independent activities with little cohesion, such as marketing, finance, accounting, and distribution – but that doesn’t work anymore. Today, businesses take a more coordinated approach and a good management system is like a good team captain – bringing different elements and individuals together for a common purpose.

Management Systems is about creating and maintaining operational excellence. This is achieved through strong information channels that deliver the data necessary for decision-making and through fluid supply-chains that ensure well-connected and efficient flows of materials. Information and web-based technologies make it all happen.

As a systems student, you’ll be challenged to learn how these efficiencies are created and maintained. As a systems graduate, you’ll realise just how valuable your knowledge and expertise is.

CAREERS
» Business Analyst
» Supply Chain Manager
» Operations Manager
» Electronic Commerce Consultant
» Information Technology Consultant
» Systems Developer
» Project Manager

EMPLOYERS
» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Medium sized Domestic Companies
» Government Departments

SCHOLARSHIPS AND PRIZES
Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.
### AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<td>E-Business Research</td>
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<td>Knowledge Management Research</td>
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<td>MSYS576</td>
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<td>21st Century Logistics</td>
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<td>E-Enabled Agile Supply Chains</td>
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<td>Management Systems Dissertation</td>
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<td>Research Methods in Management Studies</td>
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### CONTACTS FOR THE DEPARTMENT OF MANAGEMENT SYSTEMS

**DR STUART DILLON**  
Location: MS8.04  
Phone: +64 7 838 4466 extn 4234  
Email: stuart@waikato.ac.nz

**MRS MICHELLE REDINGER**  
DEPARTMENT ADMINISTRATOR  
Location: MS8.01  
Phone: +64 7 838 4466 extn 4561  
Email: michred@waikato.ac.nz

### QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Postgraduate Certificate (PGCert)**  
Management Systems (PGCert(MgtSys))  
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Diploma (PGDip)**  
Management Systems (PGDip(MgtSys))  
Available papers are listed in the above table.  
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.
Master of Management Studies (MMS)

Management Systems
Available papers are listed in the table on page 235.

All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.

RESEARCH AND SUPERVISION INTERESTS

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.

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.

Associate Professor 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 recent 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.

www.management.ac.nz
**Associate Professor 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; 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 electronic commerce, knowledge management, and groupware. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, agreement in computer mediated groups, investigating alignment between websites and business strategy, adoption of Internet banking, and knowledge management.

**Dr Karyn Rastrick**’s research interests include understanding the development and use of information systems in organisations management of critical incidents, and strategic theories such as the resource-based view. Karyn’s research is typically based within a phenomenological paradigm and she has a preference for case based research.

**Dr Peter Sun**’s main research interests are knowledge management, organisational learning and learning organisation and leadership. 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.

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**PAPER DETAILS FOR 2010**

MNGT descriptions are found in the Accounting section.

**MSYS111-10A (HAM), 10A (TGA), 10A (WIT), 10B (HAM), 10B (TGA)**

**E-Business 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 10A (HAM)
**Convenor(s): Dr Peter Sun**

For Semester 10A (TGA) and 10B (TGA)
**Convenor(s): Mr Greg Bold**

For Semester 10A (WIT)
**Convenor(s): Mrs Cecile Hoods**

For Semester 10B (HAM)
**Convenor(s): Dr Karyn Rastrick**

**Internal assessment/Exam ratio: 1:0**

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

» To help you appreciate the diverse and interdisciplinary nature of electronic commerce.

» To introduce you to the range of business models and applications used in contemporary electronic commerce.

» To familiarise yourself with the technologies and infrastructure necessary for electronic commerce.

» To build basic skills in the use of software tools for developing Web-based electronic commerce applications.

This paper is taught fully online. There are no physical lectures or computer workshops to attend. If you don’t have access to the Waikato Management School labs, you will need a computer with a Broadband connection, a web browser and the ability to download and install (free) software.

For Semester 10A (HAM) and 10B (NET)
Convenor(s): Dr Stuart Dillon

For Semester 10S (NET)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): MSYS221

E-Business in Organisations (Points: 20)

E-Business is the new, emerging way that organisations use the Internet to connect to their potential customers, suppliers and business partners. This paper is an introduction to E-Business systems and processes, creating an understanding of the Information and Communication Technologies used in organisations to support these new business practices. Lectures, assignments and hands-on practicals will be used to develop skills and understanding.

Convenor(s): Dr Karyn Rastrick
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
**MSYS219-10C (NET)**

**Industry Experience 1 (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.

*Convenor(s):* Prof Bob McQueen  
*Internal assessment/Exam ratio:* 1:0

**MSYS221-10S (NET), 10A (HAM), 10B (NET)**

**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. In addition, students are required to undertake additional assessment (ie to what is required for MSYS121) focusing on specific aspects of electronic commerce.

This paper is taught fully online. There are no physical lectures or computer workshops to attend. If you don’t have access to the Waikato Management School labs, you will need a computer with a Broadband connection, a web browser and the ability to download and install (free) software.

*For Semester 10A (HAM) and 10B (NET)*  
*Convenor(s):* Dr Stuart Dillon

*For Semester 10S (NET)*  
*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Restriction(s):* MSYS121

**MSYS277-10A (HAM)**

**Supply Chain Integration (Points:20)**

The fundamental concept of supply chain integration is fully explored and details how this holistic approach leads to an efficient supply chain that effectively delivers superior customer service.

Particular emphasis is placed on building collaborative relationships and achieving this supply chain excellence in New Zealand.

*Convenor(s):* AProf Paul Childerhouse  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent
MANAGEMENT SYSTEMS

MSYS319-10C (NET)
Industry Experience 2 (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(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0

MSYS321-10B (HAM)
E-Business 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(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS421

MSYS335-10A (HAM)
Managerial Decision Making (Points:20)

This paper deals with the way managers make decisions in organisations. Both descriptive and prescriptive decision making processes are studied.

Convenor(s): Prof Jim Corner
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS435

MSYS351-10A (HAM)
E-Business Management (Points:20)

This paper focuses on the use and management of information technology to deliver business value. This paper focuses on information technology management issues rather than technical issues.

Information technology is 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 technology use and management.

Convenor(s): AProf Eric Deakins
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS451

Note: The Gallagher Group Prize in Management Information Systems is awarded to the top student of the year in this paper.

www.management.ac.nz
MSYS355-10B (HAM)

**E-Business Process Redesign (Points:20)**

While Business Process Change (BPC) has always had the potential to transform corporate performance, via redesign of the enterprise process, a new urgency for a different form of BPC has been ignited by e-business. This paper focuses on the successful implementation of BPC methods within an e-business environment. Students are involved in a major group-based case to diagnose and redesign process that meet the changing needs of a real organisation.

*Convenor(s):* AProf Eric Deakins  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent  
*Restriction(s):* MSYS455

MSYS358-10A (HAM)

**E-Business Implementation (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(s):* Dr Peter Sun  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent  
*Restriction(s):* MSYS458

MSYS365-10B (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(s):* Prof Bob McQueen  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent  
*Restriction(s):* MSYS465

MSYS366-10A (HAM)

**Project Management (Points:20)**

This paper introduces project management through a practical orientation. Topics covered include: the selection, management, organisation, planning, budgeting, scheduling, monitoring, control, auditing and termination of projects. It is student learning-based.

*Convenor(s):* AProf Paul Childerhouse  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent  
*Restriction(s):* MSYS466
MANAGEMENT SYSTEMS

MSYS376-10B (HAM)
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 revenue? 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, case studies and practical examples.

Convenor(s): AProf Chuda Basnet
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS476

Note: The Gallagher Group Prize in Operations Management is awarded to the top student of the year in this paper.

MSYS377-10A (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.

Instruction will be carried out through lectures, tutorials, and assignments. In-class discussions are strongly encouraged.

Convenor(s): AProf Chuda Basnet
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS477

Note: The Gallagher Group Prize in Supply Chain Management is awarded to the top student of the year in this paper.

MSYS421-10B (HAM)
Advanced E-Business Infrastructure (Points: 20)

This paper is an advanced version of MSYS321. It includes additional content and assessment.

Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS321

MSYS435-10A (HAM)
Advanced Managerial Decision Making (Points: 20)

This paper is an advanced version of MSYS335. It includes additional content and assessment.

Convenor(s): Prof Jim Corner
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS335
MSYS451-10A (HAM)
**Advanced E-Business Management** *(Points: 20)*

This paper is an advanced version of MSYS351. It includes additional content and assessment.

*Convenor(s):* AProf Eric Deakins

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS351

MSYS455-10B (HAM)
**Advanced E-Business Process Redesign** *(Points: 20)*

This paper is an advanced version of MSYS355. It includes additional content and assessment.

*Convenor(s):* AProf Eric Deakins

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS355

MSYS458-10A (HAM)
**Advanced E-Business Implementation** *(Points: 20)*

This paper is an advanced version of MSYS358. It includes additional content and assessment.

*Convenor(s):* Dr Peter Sun

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS358

MSYS465-10B (HAM)
**Advanced Business Analysis and Consultancy** *(Points: 20)*

This paper is an advanced version of MSYS365. It includes additional content and assessment.

*Convenor(s):* Prof Bob McQueen

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS365

MSYS466-10A (HAM)
**Advanced Project Management** *(Points: 20)*

This paper is an advanced version of MSYS366. It includes additional content and assessment.

*Convenor(s):* AProf Paul Childerhouse

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS366

MSYS476-10B (HAM)
**Advanced Operations Management** *(Points: 20)*

This paper is an advanced version of MSYS376. It includes additional content and assessment.

*Convenor(s):* AProf Chuda Basnet

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* MSYS111 or equivalent

*Restriction(s):* MSYS376
MSYS477-10A (HAM)
Advanced Supply Chain Management *(Points: 20)*

This paper is an advanced version of MSYS377. It includes additional content and assessment.

*Convenor(s):* AProf Chuda Basnet  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS111 or equivalent  
*Restriction(s):* MSYS377

MSYS499-10C (HAM)
Report of an Investigation *(Points: 20)*

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 499 Paper Outline.

Students should discuss a proposed topic with the department’s 499 coordinator, 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.

*Convenor(s):* Dr Peter Sun  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study  
*Restriction(s):* MSYS599

MSYS551-10A (HAM)
Management Systems Research *(Points: 30)*

This paper introduces a broad range of approaches to research in social sciences, 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(s):* Prof Jim Corner  
*Internal assessment/Exam ratio:* 1:0  
*Restriction(s):* ACCT501, ECON544, MCOM530, MKTG507, MNGT501, SCEN503, STMG502 and TOMG506

MSYS555-10A (HAM)
E-Business Research *(Points: 30)*

Questions concerning the use of e-Business Systems which are key to E-Business and competitive advantage, are discussed using lecture, case discussion and seminar formats and from both applied and research perspectives. Students investigate one area of research into organisational use of e-Business technology, and undertake a review for a real organisation.

*Convenor(s):* AProf Eric Deakins  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* MSYS351 or equivalent
MSYS561-10B (HAM)
Knowledge Management Research (Points: 30)
This paper presents the research into philosophies, practices and techniques that enable organisations to understand and leverage their knowledge resources for sustainable competitive advantage. The major focus of the paper is Knowledge typologies, strategies to leverage knowledge resources for value creation, and tools and techniques to manage and audit organisational knowledge. The paper blends the latest research on knowledge management with practical insights.

Convenor(s): Dr Peter Sun
Internal assessment/Exam ratio: 1:0

MSYS576-10A (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(s): AProf Chuda Basnet, AProf Paul Childerhouse
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS376 or MSYS377 or equivalent

Note: The Gallagher Group Prize in Advanced Supply Chain Management is awarded to the top student of the year in this paper.

MSYS577-10B (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(s): Prof Jim Corner, Dr Karyn Rastrick
Internal assessment/Exam ratio: 1:0
Prerequisite(s): one of MSYS376, MSYS377, MSYS455, MSYS477 or MSYS576, or equivalent

MSYS591-10C (HAM)
Management Systems Dissertation (Points: 30)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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.
MSYS592-10C (HAM)
Management Systems Dissertation (Points: 60)

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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.

MSYS593-10C (HAM)
Management Systems Thesis (Points: 90)

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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.

MSYS594-10C (HAM)
Management Systems Thesis (Points: 120)

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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.

MSYS599-10C (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.

Convenor(s): Dr Peter Sun
Internal assessment/Exam ratio: 1:0
Prerequisite(s): All 100, 200 and 300 level BMS compulsory papers
Restriction(s): MSYS499
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 AND PRIZES
Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE MARKETING?
Marketing is all around us – in the television adverts we watch, on the websites we access, in the stores where we shop, in the brands we buy, the products we choose and so much more.

This subject introduces students to the many dimensions of marketing and demonstrates why it is much more than just selling or advertising. You’ll investigate product and service development and management, pricing, market research, advertising, sales promotion, distribution and other related areas.

Studying Marketing at Waikato Management School will give you the skills to develop innovative brands, to find out what drives customer behaviour, and to design effective promotions and advertising.

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 bachelors degree 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.
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<th>Description</th>
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CONTACTS FOR MARKETING

Undergraduate Convenor

DR RON GARLAND – UNDERGRADUATE AND BCS MARKETING MAJOR ADVISOR
Location: MSB4.17
Phone: +64 7 838 4466 extn 7963
Email: rgarland@waikato.ac.nz

Graduate Convenors

ASSOCIATE PROFESSOR CAROLYN COSTLEY – GRADUATE CERTIFICATE, DIPLOMA AND POSTGRADUATE DIPLOMA ADVISOR
Location: MSB4.16
Phone: +64 7 838 4466 extn 8648
Email: ccostley@waikato.ac.nz

ASSOCIATE PROFESSOR LORRAINE FRIEND – MMS ADVISOR
Location: MSB4.14
Phone: +64 7 838 4466 extn 8982
Email: lfriend@waikato.ac.nz

PROFESSOR RICHARD VAREY – PhD ADVISOR
Location: MSB4.19
Phone: +64 7 838 4466 extn 4617
Email: rvarey@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Marketing
Available papers are listed in the table on page 248.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» MKTG251 Marketing Strategy
» MKTG352 Market Research

Note: MCOM237 Advertising Communication and Creativity and MCOM337 Advertising, Branding and Identity may also be included as elective papers for this major.
Bachelor of Management Studies with Honours (BMS(Hons))

Marketing

Available papers are listed in the table on page 248.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» MKTG251 Marketing Strategy
» MKTG352 Market Research

Don't forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

Note: MCOM237 Advertising Communication and Creativity and MCOM337 Advertising, Branding and Identity may also be included as elective papers for this major.

Bachelor of Communication Studies (BCS)

Marketing

Available papers are listed in the table on page 248.

To complete the requirements for this major you must pass 120 points above 100 level and include:

» At least 60 points above 200 level
» MKTG209 Principles of Marketing (see note below)
» MKTG251 Marketing Strategy
» MKTG355 Consumer Behaviour
» MKTG352 Market Research

And choose 40 points from:

» MCOM237 Public Relations Advertising Practice
» MCOM337 Advertising, Branding and Identity
» MCOM398 Careers and Communication Consulting Methods
» MKTG353 International Marketing
» MKTG354/454 Marketing of Services
» MKTG356 Sport Marketing
» MKTG357 Retail Management
» MKTG372 Creativity and Innovation
» MKTG399 Marketing Communication Investigation (see note below)
» MKTG451 Applied Marketing Strategy
» MKTG452 Advertising and Promotional Strategy
» MKTG458 Relationship Marketing
» MKTG459 Professional Selling
» MKTG471 Strategic Brand Management

Note: If you have completed MKTG151 then you must replace MKTG209 with an alternative MKTG paper. MKTG399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations.
Bachelor of Communication Studies with Honours (BCS(Hons))

**Marketing**

Available papers are listed in the table on page 248.

You must pass 120 points at 500 level and choose at least 60 points from:

- MKTG507 The Research Process: Marketing
- MKTG551 Developments in Marketing Strategy
- MKTG552 Advanced Advertising Strategy
- MKTG553 International Marketing
- MKTG554 Services Marketing
- MKTG555 Consumer Behaviour
- MKTG556 Marketing Through the Sports Media
- MKTG557 Society and Marketing
- MNGT501 Research Methods in Management Studies

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

Second Major for other degrees

**Marketing**

If you are enrolled in an undergraduate degree that doesn’t list Marketing as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 248.

To complete the requirements for this major you must pass 120 points above 100 level and include:

- At least 60 points above 200 level
- MKTG209 Principles of Marketing
- MKTG251 Marketing Strategy

Graduate Certificate (GradCert)

**Marketing (GradCert(Mrkt))**

You must pass 60 points at 100 level or above and include:

- At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

**Marketing (GradDip(Mrkt))**

Available papers are listed in the table on page 248.

You must pass 120 points at 100 level or above and include:

- At least 80 points above 200 level
- MKTG209 Principles of Marketing
- MKTG351 Marketing Strategy

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.
**Marketing**

**Postgraduate Certificate (PGCert)**

Marketing (PGCert(Mrkt))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Postgraduate Diploma (PGDip)**

Marketing (PGDip(Mrkt))
Available papers are listed in the table on page 248.
You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

**Master of Management Studies (MMS)**

Marketing
Available papers are listed in the table on page 248.
All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

The following list contains information about the Department of Marketing faculty who are qualified to supervise in the Marketing subject area.

**Dr Roger Brookesbank** 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.

www.management.ac.nz
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 (eg 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 2010

For descriptions of MCOM (Management Communication) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

MKTG151-10S (HAM), 10A (HAM), 10B (HAM)
Introduction to Marketing (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 10A (HAM) and 10B (HAM)
Convenor(s): Dr Mary FitzPatrick
For Semester 10S (HAM)
Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:1
Restriction(s): MKTG209
Note: The Westpac Prize in Marketing and International Management is awarded to the top student of the year in this paper.
Enrolment in the summer school offering of MKTG151 is limited to 40 students. This paper is not available to students enrolled in the BCS Marketing major.

MKTG209-10S (HAM), 10A (HAM), 10B (HAM)
Principles of Marketing (Points: 20)
An introduction to the principles of marketing. 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.
For Semester 10A (HAM) and 10B (HAM)
Convenor(s): Dr Mary FitzPatrick
For Semester 10S (HAM)
Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:1
Restriction(s): MKTG151
Note: This paper is not available to students enrolled in the BMS or BECom degrees.

MKTG251-10A (HAM), 10B (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(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG351
MKTG351-10A (HAM), 10B (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(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG209
Restriction(s): MKTG251

Note: This paper is not available for students enrolled in the BMS or BECom.

MKTG352-10A (HAM), 10B (HAM)
Marketing 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(s): Prof Harald Van Heerde
Internal assessment/Exam ratio: 3:2
Prerequisite(s): MKTG151 or MKTG209

MKTG353-10B (HAM), 10B (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(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG151 or MKTG209 or with approval of the Chairperson of Department
Restriction(s): AGRI303 and MKTG453

MKTG354-10A (HAM), 10A (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(s): Dr Mary FitzPatrick
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG454
MARKETING

MKTG355-10A (HAM), 10B (HAM), 10B (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.

Convenor(s): AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG455

MKTG356-10A (HAM), 10A (TGA)

Sport Marketing (Points: 20)
A study of marketing elements as they apply to the marketing of sport.

Convenor(s): AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209 or SPLS201

MKTG357-10B (HAM)

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(s): Dr Mary FitzPatrick
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Equivalent(s): MKTG360 prior to 2009

MKTG360-10B (HAM)

Special Topic: 21st Century Marketing Interaction (Points: 20)
This paper examines the principles and practices of marketing interaction and communication in the online age of social networking and social media, and in the context of contemporary digital culture.

Convenor(s): Prof Richard Varey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG151 or MKTG209

MKTG372-10B (HAM)

Creativity and Innovation (Points: 20)
To help students create new ideas and manage innovation better, this paper teaches how to release and actualise creative and innovative energies in firms, especially in advertising and product development.

Convenor(s): AProf Scott Koslow
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209 or with the approval of Chairperson of Department
Restriction(s): MKTG472

MKTG390-10S (HAM), 10Y (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(s): 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.

www.management.ac.nz
MKTG399-10B (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(s): AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM398 or MKTG352
Restriction(s): 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.

MKTG451-10B (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 exercise, which develops the skills necessary to become a successful marketer.

Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251 or MKTG351

MKTG452-10A (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(s): AProf Scott Koslow
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG251 or MKTG351

MKTG454-10A (HAM), 10A (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(s): Dr Mary FitzPatrick
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG251 or MKTG351
Restriction(s): MKTG354

MKTG455-10A (HAM), 10B (HAM), 10B (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.

Convenor(s): AProf Ron Garland
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG355
MKTG458-10A (HAM)
Relationship Marketing (Points: 20)
This paper introduces principles and practices of relationship marketing and critical insights into issues in managing customer relationships.

Convenor(s): Prof Richard Varey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG151 or MKTG209

Note: The ANZ National Bank Prize in Relationship Marketing is awarded to the top student of the year in this paper.

MKTG459-10A (HAM), 10A (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(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG251 or MKTG351

MKTG471-10B (HAM), 10B (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(s): AProf Carolyn Costley
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251 or MKTG351

MKTG490-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM), 10Y (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(s): 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.

MKTG499-10C (HAM), 10C (TGA), 10M (HAM), 10M (TGA), 10N (HAM), 10N (TGA), 10O (HAM), 10O (TGA)
Report of an Investigation (Points: 20)
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Convenor(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers

Restriction(s): MKTG599
MKTG507-10A (HAM)
**The Research Process: Marketing (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(s):** AProf Lorraine Friend, Prof Harald Van Heerde  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department  
**Restriction(s):** ACCT501, ECON544, MCOM530, MNGT501, MSYS551, SCEN503, STMG502 and TOMG506

MKTG552-10A (HAM)
**Advanced Advertising Strategy (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(s):** AProf Scott Koslow  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG553-10A (HAM)
**International Marketing (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 (eg country-of-origin effects, branding and pricing strategies, etc.) using the latest theoretical theories.

**Convenor(s):** Dr Valentyna Melnyk  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG554-10B (HAM)
**Service Marketing (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(s):** AProf Lorraine Friend  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department
MKTG555-10B (HAM)

Consumer Behaviour (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(s): AProf Carolyn Costley
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG556-10B (HAM)

Marketing Through the Sports Media (Points: 30)

Development of a critical understanding of marketing through, and management of, the sports media.

Convenors: AProf Ron Garland, Dr Toni Bruce
Internal assessment/Exam ratio: 1:0
Prerequisite(s): entry is at the discretion of the Chairperson of Department of either Marketing or Sport and Leisure Studies

MKTG557-10B (HAM)

Society and Marketing (Points: 30)

Society and Marketing examines marketing as a social process, and its social implications from the standpoint of selected contemporary social/societal issues, using an ethnographic research process.

Convenor(s): Prof Richard Varey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG590-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM), 10Y (HAM)

Directed Study (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(s): 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.

MKTG591-10C (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(s): AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0

Note: The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
MKTG592-10C (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(s): AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0

Note: The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG593-10C (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(s): AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0

Note: The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG594-10C (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(s): AProf Lorraine Friend
Internal assessment/Exam ratio: 1:0

Note: The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG599-10C (HAM), 10M (HAM), 10N (HAM), 10O (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(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers
Restriction(s): MKTG499
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 bachelors degree that list 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.

SCHOLARSHIPS

Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.
## AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>BMS(Hons)</th>
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<th>BCS(Hons)</th>
<th>2nd Major for other degrees</th>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Public Relations
Available papers are listed in the table on page 263.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» MCOM233 Public Relations Practices
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations
» MCOM432 Professional and Public Relations Writing

www.management.ac.nz
And choose 40 points from:
» MCOM220 Communication Theory
» MCOM231 Interpersonal Communication
» MCOM237 Advertising Communication and Creativity
» MCOM238 Communication, Health and Well-being
» MCOM292 Business Communication
» MCOM239 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM334/434 Public Relations Cases
» MCOM337 Advertising, Branding and Identity.com
» MCOM338 Managing Health Relationships
» MCOM339 Events and Communication Management
» MCOM340 Communicating Social Change
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM398 Careers and Communication Consulting Methods
» MCOM431 Negotiation and Persuasion
» MCOM476 Communicating Across Cultures
» MCOM490 Directed Study

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

**Public Relations**

Available papers are listed in the table on page 263.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» MCOM233 Public Relations Practices
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations
» MCOM432 Professional and Public Relations Writing
» MCOM585 Corporate Public Relations

And choose 30 points from:
» MCOM530 Communication Research Methods
» MCOM566 Special Topic
» MCOM581 Public Relations and Sport
» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations
» MCOM587 Communication Internship

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.
Bachelor of Communication Studies (BCS)

Public Relations
Available papers are listed in the table on page 263.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» MCOM233 Public Relations Practices
» MCOM235 Media and Public Relations
» MCOM332 Professional and Public Relations Writing
» MCOM333 Public Relations Campaigns
And choose 40 points from:
» MCOM200 Management Communication
» MCOM231 Interpersonal Communication
» MCOM237 Advertising Communication and Creativity
» MCOM238 Communication, Health and Well-being
» MCOM292 Business Communication
» MCOM239 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM334/434 Public Relations Cases
» MCOM337 Advertising, Branding and Identity.com
» MCOM338 Managing Health Relationships
» MCOM339 Events and Communication Management
» MCOM340 Communicating Social Change
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM398 Careers and Communication Consulting Methods
» MCOM399 Communication Investigation in the Workplace (see note below)
» MCOM431 Negotiation and Persuasion
» MCOM476 Communicating Across Cultures
» MCOM490 Directed Study

Note: MCOM399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations.
Bachelor of Communication Studies with Honours (BCS(Hons))

Public Relations
Available papers are listed in the table on page 263.
You must pass 120 points at 500 level and include:
» MCOM585 Corporate Public Relations

And choose at least 30 points from:
» MCOM581 Public Relations and Sport
» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations

And no more than 60 points from:
» MCOM530 Communication Research Methods
» MCOM565 Meaningful Work and Wellbeing
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM586 Communication and Technology
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies

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

Second Major for other degrees

Public Relations
If you are enrolled in an undergraduate degree that doesn’t list Public Relations as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 263.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» MCOM233 Public Relations Practices
» MCOM235 Media and Public Relations
» MCOM332 Professional and Public Relations Writing
» MCOM333 Public Relations Campaigns
Graduate Certificate (GradCert)
Public Relations (GradCert(PR))
You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)
Public Relations (GradDip(PR))
Available papers are listed in the table on page 263.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» MCOM233 Public Relations Practices
» MCOM332 Professional and Public Relations Writing
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations

And choose 40 points from:
» MCOM237 Advertising Communication and Creativity
» MCOM239 Events and Communication Management
» MCOM334/434 Public Relations Cases
» MCOM337 Advertising, Branding and Identity.com
» MCOM338 Managing Health Relationships
» MCOM339 Events and Communication Management
» MCOM340 Communicating Social Change
» MCOM398 Careers and Communication Consulting Methods
» MCOM431 Negotiation and Persuasion
» MCOM476 Communicating Across Cultures

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate (PGCert)
Public Relations (PGCert(PR))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)
Public Relations (PGDip(PR))
Available papers are listed in the table on page 263.
You must pass 120 points at 500 level and include:
» MCOM585 Corporate Public Relations
And choose at least 30 points from:
» MCOM581 Public Relations and Sport
» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations

And choose no more than 60 points from:
» MCOM530 Communication Research Methods
» MCOM565 Meaningful Work and Wellbeing
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM586 Communication and Technology
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

**Master of Management Studies (MMS)**

**Public Relations**
Available papers are listed in the table on page 263.

All students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement
» Include MCOM585 Corporate Public Relations

And choose at least 30 points from (see note on next page):
» MCOM581 Public Relations and Sport
» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations

If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level
All students may choose any additional papers from:

- MCOM530 Communication Research Methods
- MCOM565 Meaningful Work and Wellbeing
- MCOM566 Special Topic
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership
- MCOM586 Communication and Technology
- MCOM587 Communication Internship
- MCOM590 Directed Study
- MKTG551 Developments in Marketing Strategy
- MKTG552 Advanced Advertising Strategy
- MKTG554 Service Marketing
- MNGT501 Research Methods in Management Studies

*Note: This requirement will be waived if this has been completed as part of a previous qualification.*

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

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

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 issues related to managerial identities, gender, professionalism and the processes of organising identities. Current research projects include: diversity and women; health professionals and public service identities.
Dr Fabrice Desmarais’ main area of research is advertising and culture. His multidisciplinary advertising research connects with other areas and disciplines such as sport (endorsement and commentary), law (self regulation of advertising), tourism (advertising as tourism space). Current research focuses on advertising and sustainability.

Dr Alison Henderson is interested in the organisational communication and public relations associated with controversial public issues and influences on public knowledge. She has a special interest in the social and cultural implications of emerging technologies, and has published on both industry and activist perspectives of genetic modification. Alison’s current research examines the positioning of nutrition, issues associated with what “counts” as healthy food, and the dialectic between high-tech “functional” foods and “natural” foods.

Professor David McKie has a broad range of interests in qualitative research with current projects on action inquiry, action research, and the action sciences; applying Complexity theory; Blue Ocean strategy; change management; creativity and innovation, emergent methods; emotional intelligence; entrepreneurship; futures; leadership and leadership development framework; public relations; social marketing, strategic communication, and sustainable productivity.

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, sustainability, CSR, corporate lobbying and advocacy at the national and international level.

Dr Michèle Schoenberger-Orgad has interests across a wide spectrum of public relations research. Her research is qualitative and draws on critical discourse theory and analysis. She is interested in how organisations communicate strategically to maintain legitimacy. Her current research is on national and organisational identity in the creative and cultural sectors and how these contribute to cultural sustainability.

Dr Margalit Toledano’s main research interests are the development of public relations as a profession, its history, ethical principles, and its links to nation-building and specific socio-cultural frameworks. She is involved in research on the use of public relations in social marketing campaigns and on the role of the military spokesperson.

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. She has a special interest in organisational and public relations framing of social issues and 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 2010**

For descriptions of MCOM (Management Communication), or MKTG (Marketing) papers, please refer to the relevant subject sections. MNGT descriptions are found in the Accounting section.
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
» Human Flourishing

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

Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE SOCIAL ENTERPRISE?

Social enterprises are businesses conducted in the public interest.

Social Enterprise is about working for more than profit. Social entrepreneurs develop services for a social purpose delivering social, cultural, financial and environmental benefits. The organisations that are formed may be as big as Oxfam or Greenpeace or as small as a community craft market. They are driven by social entrepreneurs with an expressed concern for the well-being of individuals and the communities they seek to serve.

The boundaries of responsibility for human and environmental wellbeing are ever changing. Our students study the relationships between business, government and community, alongside topics traditionally associated with Not-for-profit/NGO and community sector studies.

Our postgraduate SCEN coded papers are offered online to a community of students across New Zealand and overseas. The specific interests of our students can also shape the direction of our programmes. Through our teaching and research, students develop a critical awareness of the contribution social enterprise can have in contemporary societies to enhance the wellbeing of people and planet.

Complementary areas of study may include, Accounting, Marketing, Public Relations, Strategic Management and Human Resource Management.
### AVAILABLE PAPERS IN 2010

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### CONTACTS FOR SOCIAL ENTERPRISE

**ASSOCIATE PROFESSOR MARIA HUMPHRIES**
- **Location:** MS5.G.13
- **Phone:** 027 292 8809
- **Email:** mariah@waikato.ac.nz

**DR SUZANNE GRANT**
- **Location:** MS5.G.11
- **Phone:** +64 7 838 4466 extn 6409
- **Email:** slgrant@waikato.ac.nz

### QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Postgraduate Certificate (PGCert)**

**Social Enterprise (PGCert(SocEnt))**

You must pass 60 points at 500 level and contact the Department’s Graduate Convenor by email or phone to discuss an appropriate personal programme of study.
**Postgraduate Diploma (PGDip)**

Social Enterprise (PGDip(SocEnt))

Available papers are listed in the table on page 273.

You must pass 120 points at 500 level and include:

- SCEN501 Social Enterprise
- SCEN502 Management and Social Enterprise

And choose 60 points from:

- 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
- DEV5503 Indigenous Peoples Development
- DEV5505 Governance and Nation Building
- 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)
- MNGT501 Research Methods in Management Studies
- MCOM565 Meaningful Work and Wellbeing
- MCOM582 Public Relations in the Culture Industries
- 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

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

**Master of Management Studies (MMS)**

Social Enterprise

Available papers are listed in the table on page 273.

All students must:

- Contact the Department’s Graduate Convenor by email or phone to discuss an appropriate personal programme of study
- Take a graduate research methodology paper (unless passed previously)
- Take a dissertation or thesis
- Submit a Portfolio of Achievement
- Include SCEN501 Social Enterprise
- Include SCEN502 Management and Social Enterprise

[www.management.ac.nz](http://www.management.ac.nz)
If your admission was based upon having an undergraduate degree then you must:
» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
» Pass 120 points at 500 level

All students may choose any additional papers from:
» SCEN503 Practicum: Social Enterprise
» SCEN504 Issues in Third Sector Research
» SCEN590 Directed Study
» ACCT532 Public Sector Performance Measurement and Evaluation
» 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)
» MNGT501 Research Methods in Management Studies
» MCOM565 Meaningful Work and Wellbeing
» MCOM582 Public Relations in the Culture Industries
» PCSS532 Advanced Seminar in Adult Education and Training
» SOCP506 Social Policy: Comparative Approaches (15 points)
» SOCP507 Social Policy and Ageing (15 points)
» STM524 Entrepreneurship Theory and Practice
» STM557 Strategic Partnerships and Collaboration
» STM580 Strategies for Sustainability

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

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

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 2010

For descriptions of ACCT (Accounting), HRMG (Human Resource Management), MCOM (Management Communication), MSYS (Management Systems) or STMG (Strategic Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

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. Alternatively, please refer to the University of Waikato Calendar.

SCEN301-10A (HAM)
Engaging with Social Enterprise and Community (Points:20)
The paper is intended to provide students with an introduction to enterprise in the community sector, also referred to as the not-for-profit, NGO or ‘third’ sector in academic literature. The paper is comprised of three distinct sections. Students will engage in theoretical and practical components.

Convenor(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0

Note: This paper is limited to 25 students selected by the Convenor on order of application to enrol.

SCEN501-10A (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(s): AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalent(s): MNFP501

Note: This paper is limited to 20 students selected by the Convenor on order of application to enrol.

SCEN502-10B (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 when managing a social enterprise.

Convenor(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Equivalent(s): MNFP502

Note: This paper is limited to 20 students selected by the Convenor on order of application to enrol.

SCEN503-10A (NET), 10B (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 10A (NET)
Convenor(s): AProf Maria Humphries

For Semester 10B (NET)
Convenor(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Prerequisite(s): SCEN501 and SCEN502
Equivalent(s): MNFP503
Restriction(s): ACCT501, ECON544, MCOM530, MKTG507, MNGT501, MSYS551, STMG502 and TOMG506

www.management.ac.nz
### SCEN504-10A (NET)
#### Issues in Third Sector Research *(Points: 30)*
- **Convenor(s):** AProf Maria Humphries
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP504

### SCEN590-10A (NET), 10B (NET), 10Y (NET)
#### Directed Study *(Points: 30)*
- **Convenor(s):** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP590

**Note:** Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

### SCEN591-10C (NET)
#### Social Enterprise Dissertation *(Points: 30)*
- **Convenor(s):** Dr Suzanne Grant
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP591

**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

### SCEN592-10C (NET)
#### Social Enterprise Dissertation *(Points: 60)*
- **Convenor(s):** Dr Suzanne Grant
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP592

**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

### SCEN593-10C (NET)
#### Social Enterprise Thesis *(Points: 90)*
- **Convenor(s):** Dr Suzanne Grant
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP593

**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

### SCEN594-10C (NET)
#### Social Enterprise Thesis *(Points: 120)*
- **Convenor(s):** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalent(s):** MNFP594

**Note:** The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
STRATEGIC MANAGEMENT

INTERESTS
» Innovation
» Leadership Roles and Challenges
» Strategic Analysis
» Managing Change
» Shaping Corporate Portfolios
» People

WHY CHOOSE STRATEGIC MANAGEMENT?

Strategic Management is about setting the future for business.

Strategy is at the top level of executive activity. It involves 'seeing the big picture' and finding opportunities and developing sound plans to drive future growth.

As a strategic management student, you’ll learn to identify internal capabilities and external opportunities. You’ll learn about entrepreneurship and innovation and develop analytical and thinking skills as you study resources, industry trends, competitors and complementors. This subject considers the "total enterprise" to ensure all resources in an organisation are coordinated and managed effectively.

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 bachelors degree 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.

CAREERS
» Business Analyst/Manager
» Strategic Analyst/Manager
» Management Consultant
» Industry Analyst
» Business Consultant
» New Venture Consultant
» Business Development Manager
» Entrepreneur
» General Manager

EMPLOYERS
» Consultancy Firms
» Large Corporates
» International Companies
» Government Organisations
» Industry and Professional Organisations
» Self Employed

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.
# AVAILABLE PAPERS IN 2010

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Strategic Management

Available papers are listed in the table on page 279.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level

You can choose to include up to two of the following HRMG coded papers if they are not counted for a Human Resource Management major:

» HRMG343 Business Research Methods (see note below)
» HRMG374 Women and Management
» HRMG444 Organisational Development and Change
» HRMG445 Career Management and Development

Note: HRMG343 is a prerequisite paper for STMG499. Please also note that STMG391 Strategic Management may not count towards your Strategic Management major.
**Strategic Management – Entrepreneurship and Innovation Specialisation**

You may instead wish to undertake a specialisation for your Strategic Management major.

To complete the requirements for this major with the specialisation you must pass 120 points (at least 6 papers) above 100 level and include:

- At least 60 points (at least 3 papers) above 200 level
- 40 points (at least 2 papers) above 300 level
- STMG285/385 Strategy for Enterprise
- STMG324/424 Entrepreneurship and Innovation

And choose 20 points from:

- STMG222 Net Ready: Navigating the Competitive Landscape
- ACCT322 Law of Business Enterprise
- STMG330 Management, Technology and Organisation
- STMG344 Business, Government and Society
- STMG388 Strategic Alliances and Networks
- TOMG301 Entrepreneurship in Tourism and Hospitality
- FINA403 Small Business Finance

---

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

**Strategic Management**

Available papers are listed in the table on page 279.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include at least:

- 60 points (at least 3 papers) above 200 level
- 40 points (at least 2 papers) above 300 level
- 30 points at 500 level for each major subject

You can choose to include up to two of the following HRMG coded papers if they are not counted for a Human Resource Management major:

- HRMG343 Business Research Methods (see note below)
- HRMG374 Women and Management
- HRMG444 Organisational Development and Change
- HRMG445 Career Management and Development

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

**Note:** *HRMG343 is a prerequisite paper for STMG499.*
Second Major for other degrees

Strategic Management
If you are enrolled in an undergraduate degree that doesn’t list Strategic Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 279.

To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» STMG222 Net Ready: Navigating the Competitive Landscape
» STMG346 Strategy and the Internet
» No more than two HRMG coded papers

Graduate Certificate (GradCert)
Strategic Management (GradCert(StratMgt))
You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)
Strategic Management (GradDip(StratMgt))
Available papers are listed in the table on page 279.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» STMG391 Strategic Management
» No more than two HRMG coded papers

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Postgraduate Certificate (PGCert)
Strategic Management (PGCert(StratMgt))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.
Postgraduate Diploma (PGDip)

Strategic Management (PGDip(StratMgt))

Available papers are listed in the table on page 279.

You must pass 120 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

Master of Management Studies (MMS)

Strategic Management

Available papers are listed in the table on page 279.

All students must (see note below):

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study

» Take a graduate research methodology paper (unless passed previously)

» Take a dissertation or thesis

» Submit a Portfolio of Achievement

If your admission was based upon having an undergraduate degree then you must:

» Pass 240 points at 500 level

» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:

» Pass 120 points at 500 level

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

Note: Subject to Academic Board approval STMG512 Strategic Innovation and STMG555 Foundations of Strategy and Organisation will become compulsory papers in 2010.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

Strategic and Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

**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.

**Professor Delwyn Clark’s** research interests include strategic innovation and entrepreneurial processes, strategic management processes and models, resource-based theory, and e-learning innovations. Current research projects focus on innovation process in SMEs, entrepreneurial opportunity recognition, and home-based businesses.

**Dr Eva Collins’** general research interests include strategy and sustainability. Current research projects include a longitudinal study (started in 2003) on the uptake of sustainability practices by New Zealand businesses. Dr Collin’s has a specific focus on SMEs and sustainability that includes research on ecopreneurs.

**Dr Jenny Gibb’s** key research interests focus on the micro-foundations of competitive advantage including: prediction, control, affect and cognition. New areas of investigation include: the concept of imitation, the role of neuro-economics in the formation of organisational processes and boundaries and cognitive dissonance at the organisational level. Key theoretical areas of interest include the resource based view, transaction cost economics and aspiration theory. Other areas of interest include: information technology; risk management; the innovation framework; and the relationship between key decision makers, firm and industry boundaries. Has expertise in the health sector, information technology, forestry and small and medium sized enterprises.

**Associate Professor 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 Jens Mueller’s** research interests include the strategic planning framework for SMEs and entrepreneurial firms during growth and crises, with a special emphasis on good governance systems for entities of all sizes.

**Associate Professor Kathryn Pavlovich’s** research interests include collaborative strategy (strategic alliances, networks and clusters), entrepreneurship and spirituality in business. Present projects include regional development through partnerships, inspirational leadership, empathy and compassion in organisations, and other ways of ‘knowing’.
PAPER DETAILS FOR 2010

For descriptions of HRMG (Human Resource Management), MKTG (Marketing), MSYS (Management Systems), SCEN (Social Enterprise) papers, please refer to the relevant subject sections. MNGT descriptions are found in the Accounting section.

MNGT100-10B (HAM)
Management and Sustainability (Points: 15)
This paper introduces students to the concept of sustainability and its importance to management and business from the perspectives of economics, strategic management and management communication. Topics include the economic, environmental, social, cultural and ethical dimensions of sustainability, corporate social responsibility, sustainability frameworks and consideration of the actions available to achieve a more sustainable world.

Convenor(s): Dr Dan Marsh
Internal assessment/Exam ratio 1:0

STMG191-10S (HAM), 10A (HAM), 10B (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 10A (HAM)
Convenor(s): Mr Neil Harnisch

For Semester 10B (HAM) and 10S (HAM)
Convenor(s): Mr Glyndwr Jones
Internal assessment/Exam ratio: 3:2
Prerequisite(s): 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.

STMG222-10A (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(s): Dr Jennifer Gibb
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191 or at the discretion of the Chairperson of Department

Note: Students must be fully enrolled two weeks prior to the beginning of semester.
STMG285-10A (HAM)
Strategy for Enterprise (Points: 20)
This course is driven by an emphasis on strategic growth among enterprises in New Zealand. Students will be exposed to the stories and experiences of numerous individuals and their organisations as well as some leading edge frameworks for understanding the relevant issues. Students will have ample opportunity to ask questions of our many guest speakers. There is a particular emphasis within the course on four aspects which connect to growth: leadership and governance, passion, creativity, and internationalisation.

Convenor(s): Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191
Restriction(s): STMG385

STMG311-10A (NET)
The International Business Environment (Points: 20)
Effective organisations are those that ensure consistency between their external environments and internal operations (strategy, management). This paper examines the principal facets – economic, cultural, political, technological and competitive – of the contemporary international business environment.

Convenor(s): To be advised
Internal assessment/Exam ratio: 1:0
Equivalent(s): INMG311

Note: Students must be fully enrolled in this online paper two weeks before semester starts

STMG315-10B (NET)
Doing Business in BRICs (Brazil, Russia, India and China) (Points: 20)
The BRICs countries in Asia, Latin America and Central/East Europe are new and emerging markets which have an estimated one billion middle class consumers. These economies are growing so rapidly that they are set to overtake not only the oil rich economies but the developed market economies by 2040. The lightening-fast "Supermarket Revolution" in these markets is opening up access to these consumers. Not only is modern retail spreading quickly through these regions, but they are turning to imported products to meet the demand for year-round availability, product diversification and high quality and safe food. At the same time they are initiating the modernisation of their procurement systems.

Convenor(s): Dr Paresha Sinha
Internal assessment/Exam ratio: 1:0
STRATEGIC MANAGEMENT

STMG324-10B (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(s): AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191
Restriction(s): STMG424

STMG330-10A (HAM)
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.

Convenor(s): Dr John Gilbert
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG241
Restriction(s): STMG430

STMG344-10B (HAM)
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.

Convenor(s): Dr Eva Collins
Internal assessment/Exam ratio: 1:0

STMG346-10A (HAM)
Strategy and the Internet (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.

Convenor(s): Dr Jennifer Gibb
Internal assessment/Exam ratio: 1:0
Restriction(s): STMG446
Strategic Management

STMG385-10A (HAM)
Strategy for Enterprise (Points: 20)

This course is driven by an emphasis on strategic growth among enterprises in New Zealand. Students will be exposed to the stories and experiences of numerous individuals and their organisations as well as some leading edge frameworks for understanding the relevant issues. Students will have ample opportunity to ask questions of our many guest speakers. There is a particular emphasis within the course on four aspects which connect to growth: leadership and governance, passion, creativity, and internationalisation.

Convenor(s): Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Restriction(s): STMG285 and STMG485

STMG388-10B (HAM)
Strategic Alliances and Networks (Points: 20)

Strategic alliances and inter-firm networks play a key role in today’s global economy. They provide organisations with opportunities to access new and innovative resources and to acquire new capabilities with increased speed and precision. Such advantages can lead to the production of new products and services, as well as access to new and increased market share. Yet, despite these well-espoused benefits, research indicates that strategic alliances and networks are fraught with difficulties. This paper focuses on identifying the key structures and processes required for the successful management and evolution of these cooperative modes of business.

Convenor(s): AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0
Restriction(s): STMG488

STMG391-10S (HAM), 10A (HAM), 10A (TGA), 10B (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.

For Semester 10A (HAM) and 10A (TGA)
Convenors: AProf Jens Mueller, Prof James Barker (HAM), Dr David Lyon (TGA)
Internal assessment/Exam ratio: 3:2

For Semester 10B (HAM)
Convenor(s): Dr Heather Connolly
Internal assessment/Exam ratio: 3:2

For Semester 10S (HAM)
Convenor(s): To be advised
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 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 50 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.

www.management.ac.nz
STMG412-10B (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(s): AProf Michele Akoorie
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG311
Equivalent(s): INMG412

STMG424-10B (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(s): AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG346 or STMG391
Restriction(s): STMG324

STMG430-10A (HAM)
Management Technology and Organisation (Points:20)
This paper examines the organisational and management implications of technology.

Convenor(s): Dr John Gilbert
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191 or at the discretion of the Graduate Convenor
Restriction(s): STMG330

STMG446-10A (HAM)
Strategy and the Internet (Points:20)
This paper examines how organisations can position themselves strategically for the digital economy.

Convenor(s): Dr Jenny Gibb
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG191 or at the discretion of the Graduate Convenor
Restriction(s): STMG346
STMG483-10B (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(s):** Prof James Barker

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** STMG391 or at the discretion of the Chairperson of Department or Graduate Convenor

STMG488-10B (HAM)

**Strategic Alliances and Networks (Points: 20)**

Strategic alliances and inter-firm networks play a key role in today’s global economy. They provide organisations with opportunities to access new and innovative resources and to acquire new capabilities with increased speed and precision. Such advantages can lead to the production of new products and services, as well as access to new and increased market share. Yet, despite these well-espoused benefits, research indicates that strategic alliances and networks are fraught with difficulties. This paper focuses on identifying the key structures and processes required for the successful management and evolution of these cooperative modes of business.

**Convenor(s):** AProf Kathryn Pavlovich

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** STMG191 or at the discretion of the Chairperson of Department

**Restriction(s):** STMG388

STMG490-10C (HAM), 10C (NET)

**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(s):** 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.

STMG499-10C (HAM), 10D (HAM), 10E (HAM), 10F (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 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(s):** Not available at time of printing

**Internal assessment/Exam ratio:** 1:0

**Prerequisite(s):** all 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study

**Restriction(s):** STMG599

**Note:** Students who have completed MKTG352 Marketing Research are not required to complete HRMG343 Business Research Methods.

www.management.ac.nz
STMG502-10B (NET)
**Business Research Methods (Points: 30)**

This paper introduces a broad range of approaches to management systems research, including both qualitative and quantitative research strategies.

*Convenor(s):* Mr Peter Haynes  
*Internal assessment/Exam ratio:* 1:0  
*Restriction(s):* ACCT501, ECON544, MCOM530, MKTG507, MNGT501, MSYS551, SCEN503 and TOMG506

STMG512-10B (HAM)
**Strategic Innovation (Points: 30)**

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(s):* Dr Jennifer Gibb  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* STMG391  

**Note:** The GJ Schmitt Prize in Strategic Innovation is awarded to the top student of the year in this paper.

STMG517-10B (NET)
**Current Issues in International Management (Points: 30)**

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(s):* Dr Paresha Sinha  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* STMG311  
*Equivalent(s):* INMG517  

**Note:** This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

STMG524-10B (HAM)
**Entrepreneurship, Theory and Practice (Points: 30)**

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(s):* AProf Jarrod Haar  
*Internal assessment/Exam ratio:* 1:0
STRATEGIC MANAGEMENT

STMG555-10A (HAM)
Foundations of Strategy and Organisation (Points: 30)
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(s): Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317 or STMG391

STMG560-10T (NET)
Special Topic: Spirit and Enterprise (Points: 30)
This paper examines the nature of spirit and enterprise. Students deconstruct the subject of enterprise and then reconstruct through an understanding of spiritual capital and inner leadership.

Convenor(s): AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0

STMG580-10A (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.

Convenor(s): Dr Eva Collins
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG391

STMG588-10A (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 they forces that drive that industry, including competitive pressures and government policy.

Convenor(s): AProf Michele Akoorie
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG311
Equivalent(s): INMG512
Restriction(s): STMG412

Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.
STRATEGIC MANAGEMENT

STMG590-10S (HAM), 10A (HAM), 10B (HAM), 10C (NET)

Directed Study (Points: 30)

For Semester 10A (HAM) and 10C (NET)
Convenor(s): AProf Kathryn Pavlovich

For Semester 10B (HAM) and 10S (HAM)
Convenor(s): 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.

STMG591-10C (HAM)

Strategic Management Dissertation (Points: 30)

Convenor(s): 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.

STMG592-10C (HAM)

Strategic Management Dissertation (Points: 60)

Convenor(s): 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.

STMG593-10C (HAM)

Strategic Management Thesis (Points: 90)

Convenor(s): 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.

STMG594-10C (HAM)

Strategic Management Thesis (Points: 120)

Convenor(s): 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.

STMG599-10C (HAM), 10D (HAM), 10E (HAM), 10F (HAM)

Report of an Investigation (Points: 30)

Directed investigation of an approved topic, available only students enrolled in the BMS(Hons) degree.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study
Restriction(s): STMG499
SUPPLY CHAIN MANAGEMENT

INTERESTS

» Operations Management
» Logistics Management
» Procurement
» Electronic Commerce
» Information Technology
» Electronic Business

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

SCHOLARSHIPS AND PRIZES

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.

WHY CHOOSE SUPPLY CHAIN MANAGEMENT?

Greater efficiency and effectiveness bring better returns. That’s why Supply Chain Management is such an important field.

From being buried in the earth to the hot chips on your plate, there’s quite a journey for your average potato. That journey from the ground, to the factory, distributor, wholesaler, retailer and customer is known as the supply chain. The more efficient the supply chain the better for business.

Companies move forward by using supply chain management to make their operations more efficient, and therefore more profitable and sustainable. Students learn about integrating a company’s internal departments, such as marketing, manufacturing and procurement, and also about going outside the company boundaries to create a smooth chain from raw-goods suppliers, right through production and distribution to retailers and customers.

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 bachelors degree 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.
## AVAILABLE PAPERS IN 2010

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS (Hons)</th>
<th>2nd Major for other degrees</th>
<th>GradDip (SCM)</th>
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## CONTACTS FOR THE DEPARTMENT OF MANAGEMENT SYSTEMS

**DR STUART DILLON**  
Location: MS8.04  
Phone: +64 7 838 4466 extn 4234  
Email: stuart@waikato.ac.nz

**MRS MICHELLE REDINGER**  
– DEPARTMENT ADMINISTRATOR  
Location: MS8.01  
Phone: +64 7 838 4466 extn 4561  
Email: michred@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

**Supply Chain Management**

Available papers are listed in the table on page 295.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

- At least 60 points (at least 3 papers) above 200 level
- 40 points (at least 2 papers) above 300 level
- MSYS277 Introduction to Supply Chains
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see note below)

*Note: If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.*

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

**Supply Chain Management**

Available papers are listed in the table on page 295.

To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:

- At least 60 points (at least 3 papers) above 200 level
- At least 40 points (at least 2 papers) above 300 level
- At least 30 points at 500 level for each major subject
- MSYS277 Introduction to Supply Chains
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see note below)

*Note: If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.*

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

**Second Major for other degrees**

**Supply Chain Management**

If you are enrolled in an undergraduate degree that doesn’t list Supply Chain Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 295.

To complete the requirements for this major you must pass 120 points above 100 level and include:

- At least 60 points above 200 level
- MSYS277 Introduction to Supply Chains
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see note below)

*Note: If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.*
Graduate Certificate (GradCert)

Supply Chain Management (GradCert(SCM))

You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Graduate Diploma (GradDip)

Supply Chain Management (GradDip(SCM))

Available papers are listed in the table on page 295.

You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» MSYS277 Introduction to Supply Chains
» Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
» Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management
(see note below)

And choose 60 points from:
» MSYS212 E-Business in Organisations
» MSYS221 Electronic Commerce Overview
» MSYS335 Managerial Decision Making
» MSYS355 E-Business Process Redesign
» MSYS358 E-Business Implementation
» MSYS365 Business Analysis and Consultancy
» MSYS435 Advanced Managerial Decision Making
» MSYS455 Advanced E-Business Process Redesign
» MSYS458 Advanced E-Business Implementation
» MSYS465 Advanced Business Analysis and Consultancy

Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

Note: If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

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.

**Associate Professor 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 recent 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.

**Associate Professor 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 electronic commerce, knowledge management, and groupware. He has successfully supervised PhD students in the areas of industrial computing languages, end user computing satisfaction, groupware and process improvement, agreement in computer mediated groups, investigating alignment between websites and business strategy, adoption of Internet banking, and knowledge management.

**Dr Karyn Rastrick’s** research interests include understanding the development and use of information systems in organisations management of critical incidents, and strategic theories such as the resource-based view. Karyn’s research is typically based within a phenomenological paradigm and she has a preference for case based research.

**Dr Peter Sun’s** main research interests are knowledge management, organisational learning and learning organisation and leadership. 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 2010

For descriptions of MSYS (Management Systems) papers, please refer to the relevant subject section.

www.management.ac.nz
TOURISM MANAGEMENT

INTERESTS

» Tourism Management
» Hotel and Restaurant Management
» Travel
» Marketing
» Research

CAREERS

» Tourism Operations Manager
» Hotel and Resort Manager
» Regional or National Tourism Planner
» Local Authority Policy Analyst in Tourism
» Environmental Planning Researcher
» Events Planner
» Outdoor Leisure Manager
» Tourism Consultant
» Sport and Leisure Programme Promoter
» Sport and Leisure Facilities Marketer

EMPLOYERS

» Tourism and Hospitality Organisations
» Hotels and Resorts
» Leisure Organisations
» Tourism and Leisure Attractions
» Research and Tourism Consultancies
» Regional and National Tourism Boards
» Adventure Tourism Operations
» International Development Organisations
» Museums
» Universities and other Tertiary Organisations
» Government Departments such as the Department of Conservation and the Ministry for the Environment
» Sporting Organisations
» Special Events Management and Planning Organisations

SCHOLARSHIPS

Do you have what it takes to win a scholarship? Check out the Scholarships section for further information.

WHY CHOOSE TOURISM MANAGEMENT?

Tourism is the world’s largest industry and significantly impacts New Zealand’s economy.

The rapid growth of domestic and international tourism has led to an increasing demand for graduates who have a thorough understanding of tourism in its wider social, cultural, economic, and political contexts.

The study of tourism involves predicting the future – working out what people will want from their leisure and travel pursuits and how those wants are implemented and managed.

Students also study the structure of different tourism organisations, aspects of hospitality and leisure and the environmental and economic impacts of tourism operations.

Tourism Management 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 bachelors degree that lists Tourism Management or Hospitality Management as an available subject you may still take one as a second major; once again the requirements for this can be found overleaf under the section Second Major for other degrees.
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<td>SMST512</td>
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<td>Media and Creative Industries</td>
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CONTACTS FOR THE DEPARTMENT OF TOURISM AND HOSPITALITY MANAGEMENT

DR ANNE ZAHRA
– QUALIFICATIONS CONVENOR
Location: MSB2.35
Phone: +64 7 838 4466 extn 5087
Email: annezara@mngt.waikato.ac.nz

ASSOCIATE PROFESSOR ASAD MOHSIN
– GRADUATE CONVENOR
Location: MSB3.35
Phone: +64 7 838 4466 extn 5061
Email: amohsin@waikato.ac.nz

ADMINISTRATOR
Location: MSB2.15
Phone: +64 7 838 4466 extn 4045
Email: tourism@mngt.waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

Tourism Management
Available papers are listed in the table on page 300.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» 40 points (at least 2 papers) above 300 level
» TOMG201 Introduction to Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour
And choose 80 points from:
» 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 and Sustainable Management
» TOMG304 Tourism Accounting and Law
» TOMG380 Aviation Management
» TOMG390/490 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
Available papers are listed in the table on page 300.
To complete the requirements for this major you must pass 120 points (at least 6 papers) above 100 level and include:
» At least 60 points (at least 3 papers) above 200 level
» At least 40 points (at least 2 papers) above 300 level
» At least 30 points at 500 level for each major subject
» TOMG201 Introduction to Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour

Don’t forget you must pass 120 points at 500 level for the qualification. If you have only selected 30 points at 500 level for your major then a further 90 points at 500 level is required to meet this degree regulation.

Bachelor of Tourism (BTour)

Tourism Management
Available papers are listed in the table on page 300.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» 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
Bachelor of Tourism with Honours (BTour(Hons))

Tourism and Hospitality Management
Available papers are listed in the table on page 300.
You must pass 120 points at 500 level and include:
» TOMG506 Research Methods in Tourism and Hospitality
» TOMG591 Dissertation
And choose 30 points from:
» ANTHS515 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
» TOMG590 Directed Study (see note below)
And choose 30 points from:
» TOMG503 Hotel and Resort Development
» TOMG505 Tourism and Hospitality Enterprises
» TOMG507 Hotel and Resort Operations Management
» TOMG508 Tourism Forecasting
» TOMG509 Visitor Behaviour, Interpretation and Management
» TOMG510 Heritage Tourism Management
» TOMG590 Directed Study (see note below)

Note: TOMG590 may only be selected once for this qualification.

Second Major for other degrees

Tourism Management
If you are enrolled in an undergraduate degree that doesn’t list Tourism Management as a major subject you may normally still take it as a second major. Available papers are listed in the table on page 300.
To complete the requirements for this major you must pass 120 points above 100 level and include:
» At least 60 points above 200 level
» TOMG200 Tourism Management and the Environment
» TOMG202 Managing Tourism Demand and Behaviour
» TOMG203 Tourism Package Operations
» TOMG301 Entrepreneurship in Tourism and Hospitality (see note below)
» TOMG304 Tourism Accounting and Law
» TOMG403 Managing Tourism Experiences in the Pacific Rim (see note below)

Note: Either TOMG101 Introduction to Tourism and Hospitality or TOMG201 Introduction to Tourism Management are prerequisites for TOMG301 and TOMG403. Please speak to the Management Student Centre for programme advice.
Graduate Certificate (GradCert)

Tourism and Hospitality Management (GradCert(THMgt))
You must pass 60 points at 100 level or above and include:
» At least 40 points above 200 level
» TOMG201 Introduction to Tourism Management

And choose 40 points from:
» 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 and Sustainable 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

Graduate Diploma (GradDip)

Tourism and Hospitality Management (GradDip(THMgt))
Available papers are listed in the table on page 300.
You must pass 120 points at 100 level or above and include:
» At least 80 points above 200 level
» TOMG201 Introduction to Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour

And choose 80 points from:
» 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 and Sustainable 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

Meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department's Graduate Convenor.
Postgraduate Certificate (PGCert)

Tourism and Hospitality Management (PGCert(THMgt))
You must pass 60 points at 500 level and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Postgraduate Diploma (PGDip)

Tourism and Hospitality Management (PGDip(THMgt))
Available papers are listed in the table on page 300.
You must pass 120 points at 500 level and include:
» TOMG502 Tourism Planning and Environment
» TOMG503 Hotel and Resort Development

And choose 60 points from:
» ANTH515 Ethnographic Research
» DEV504 Comparative State Policies and Indigenous Development
» GEOG521 Advanced Tourism Research
» MNGT501 Research Methods in Management Studies
» 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 Management
» TOMG508 Tourism Forecasting
» TOMG509 Visitor Behaviour, Interpretation and Management
» TOMG510 Heritage Tourism Management
» TOMG590 Directed Study
» TOMG591 Dissertation

You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.
Master of Management Studies (MMS)

Tourism and Hospitality Management
Available papers are listed in the table on page 300.

All students must:
> Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
> Take a graduate research methodology paper (normally TOMG506, unless passed previously)
> Take a dissertation or thesis
> Submit a Portfolio of Achievement

And choose at least 30 points from:
> ANTH515 Ethnographic Research
> DEV5504 Comparative State Policies and Indigenous Development
> GEOG521 Advanced Tourism Research
> MNGT501 Research Methods in Management Studies
> TOMG501 International Tourism and Hospitality Marketing
> TOMG502 Tourism Development and the Environment
> TOMG504 Special Interest Tourism

And choose at least 30 points from:
> TOMG503 Hotel and Resort Development
> TOMG505 Tourism and Hospitality Enterprises
> TOMG507 Hotel and Resort Operations Management
> TOMG508 Tourism Forecasting
> TOMG509 Visitor Behaviour, Interpretation and Management
> TOMG510 Heritage Tourism Management
> TOMG590 Directed Study

If your admission was based upon having an undergraduate degree then you must:
> Pass 240 points at 500 level
> Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:
> Pass 120 points at 500 level
> If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.
**Tourism and Hospitality Management – Visitor Management**

To complete the requirements for the specialisation Visitor Management you must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study
» Include TOMG509 Visitor Behaviour, Interpretation and Management
» Include either TOMG506 Research Methods in Tourism and Hospitality or GEOG521 Advanced Tourism Research
» Take a dissertation or thesis in a relevant topic for Visitor Management

And you can choose to take additional papers from:

» MCOM582 Public Relations in the Culture Industries
» SMST512 Marketing and Creative Industries
» TOMG502 Tourism Development and the Environment
» TOMG510 Heritage Tourism Management

To complete the requirements for the qualification all students must:

» Submit a Portfolio of Achievement

And if your admission was based upon having an undergraduate degree then you must:

» Pass 240 points at 500 level
» Achieve at least a B+ grade average for the first 120 points

However, if your admission was based upon having an honours degree or postgraduate diploma then you must:

» Pass 120 points at 500 level
» If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.
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".

**Associate Professor 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.

**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.

**Associate Professor 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. His publications number more than 100 refereed journal articles and 12 books. He is the editor of Tourism Management, a recipient of a life-time award for research from the Taiwan Leisure and Recreation Association, is one of only three New Zealand academics elected to Fellowship of the International Academy for the Study of Tourism, and has advised intergovernmental bodies (APEC) and the New Zealand Ministry of Tourism and the private sector. Currently most of his research is in China and the United Arab Emirates. The techniques he uses are both quantitative (based on psychometrics and including structural equation modelling) and qualitative (he tends to symbolic interactionism and structuralism) and these have informed research as diverse as an interpretation of a Buddhist festival in Wutaishan, China, to an analysis of the Technology Adoption Model (TAM) and internet usage by visitors to New Zealand. He is an experienced researcher and doctoral supervisor.

**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.
For descriptions of MKTG (Marketing) papers or STMG (Strategic Management) papers, please refer to the relevant subject section. MNGT descriptions are found in the Accounting section.

For descriptions of ANTH, GEOG, 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. Alternatively, please refer to the University of Waikato Calendar.

TOMG100-10B (HAM), 10B (TGA)
Tourism Product Design and Pricing (Points: 15)
This paper examines the relationship between the tourism and hospitality product and the design and pricing of that product. The paper will look at how the external environment impacts on sustainable tourism product design and sustainable pricing decisions and will also introduce key tourism management concepts that will be built upon in higher level papers.

Convenor(s): Prof Christine Lim
Internal assessment/Exam ratio: 3:2
Prerequisite(s): 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

TOMG101-10A (HAM), 10A (NET), 10A (SEC)
Introduction to Tourism and Hospitality (Points: 15)
This paper looks at the planning, implementation and control functions in the tourism and hospitality industries. An understanding of the structure of the tourism and hospitality industries and the sustainable relationship between the two is provided.

Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0
Restriction(s): TOMG201

TOMG200-10B (HAM)
Tourism Management and the Environment (Points: 20)
This paper introduces the economic, legal, sustainable and management dimensions of tourism’s relationship with the natural and built environments. The principal focus is on the relationship between tourism and the natural environment in New Zealand.

Convenor(s): Ms Jenny Cave
Internal assessment/Exam ratio: 3:2

TOMG201-10A (BLK), 10A (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 sustainable management.

For Semester 10A (BLK)
Convenor(s): Ms Jenny Cave
Internal assessment/Exam ratio: 1:0

For Semester 10A (HAM)
Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Restriction(s): TOMG101
TOMG202-10B (BLK), 10B (HAM), 10B (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, operational and sustainable management levels, with a firm management perspective of the issues involved in tourism demand and behaviour.

Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

TOMG203-10A (HAM), 10A (TGA)
Tourism Package Operations (Points: 20)

This paper introduces students to the challenges and complexities of managing tours, sustainability issues that arise, and the experience of participants.

Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

TOMG204-10A (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(s): Dr Anne Zahra
Internal assessment/Exam ratio: 3:2

TOMG206-10A (HAM)
Food and Beverage Management (Points: 20)

The purpose of this paper is to introduce students to management and operational concepts for the sustainable operation of food and beverage within the hospitality industry.

Convenor(s): AProf Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG216
Restriction(s): TOMG205

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.

TOMG207-10B (HAM)
Accommodation Management (Points: 20)

On completion of this paper students will understand management and operational concepts for the sustainable operation of accommodation services within the hospitality industry.

Convenor(s): AProf Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG217
Restriction(s): TOMG205

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.
TOMG216-10A (HAM)
**Food and Beverage Management Placement** *(Points:0)*
This paper is only available to students taking TOMG206 concurrently.

**Convenor(s):** AProf 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.

TOMG217-10B (HAM)
**Accommodation Management Placement** *(Points:0)*
This paper is only available to students taking TOMG207 concurrently.

**Convenor(s):** AProf 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.

TOMG300-10B (HAM)
**Tourism Facilities Management** *(Points:20)*
This paper provides students with an understanding and assessment of techniques used to manage and operate a range of sustainable tourism and hospitality facilities.

**Convenor(s):** Ms Jenny Cave

**Internal assessment/Exam ratio:** 3:2

**Prerequisite(s):** TOMG101 or TOMG201

TOMG301-10B (BLK), 10B (HAM), 10B (TGA)
**Entrepreneurship in Tourism and Hospitality** *(Points:20)*
This paper is centred on the entrepreneurial activities within the tourism and hospitality industries. The purpose of this paper is to investigate issues in the entrepreneurial development of sustainable tourism and hospitality businesses in New Zealand.

**For Semester 10B (BLK)**

**Convenor(s):** Mr Charlie Panakera

**Internal assessment/Exam ratio:** 1:0

**For Semester 10B (HAM) and 10B (TGA)**

**Convenor(s):** Mr Charlie Panakera

**Internal assessment/Exam ratio:** 3:2

**Prerequisite(s):** TOMG101 or TOMG201
Tourism Operations and Sustainable Management (Points: 20)

This paper will provide a clear understanding of the main areas of management and importance of sustainability within the hospitality industry. It builds and brings together key areas of study such as location, marketing, human resources, empowerment, resource management and yield management within a sustainable business and management model.

Convenor(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 3:2

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(s): Dr Anne Zahra
Internal assessment/Exam ratio: 3:2

Aviation Management (Points: 20)

The purpose of this paper is to introduce students to the management of aviation within the tourism industry, specifically looking at the operational, management, sustainable and developmental aspects of airlines and airports.

Convenor(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

Directed Study (Points: 20)

Many tourism industry businesses manage their daily operations without the benefit of timely, relevant research. This paper leads students though the sequential steps of identifying research issues, planning and conducting data collection, analysis, interpretation and reporting in a sustainable tourism environment. 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 guidance.

Convenor(s): AProf 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.
TOMG402-10B (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(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

TOMG403-10B (HAM), 10B (TGA)

Managing Tourism Experiences in the Pacific Rim (Points: 20)

This paper gives the student an understanding of current management issues associated with the diverse nature of managing sustainable tourism assets within the Pacific Rim.

Convenor(s): Prof Christine Lim
Internal assessment/Exam ratio: 3:2
Prerequisite(s): TOMG101 or TOMG201

TOMG461-10A (HAM)

Adventure Tourism – Product Design, Pricing and Management (Points: 20)

This paper examines adventure tourism demand and supply from the perspectives of enterprise design, pricing and management, paying specific attention to risk, determinants of satisfaction and legislation within the New Zealand context.

Convenor(s): Ms Jenny Cave
Internal assessment/Exam ratio: 3:2
Prerequisite(s): TOMG101 or TOMG201

TOMG490-10S (HAM), 10A (BLK), 10A (HAM), 10B (HAM)

Directed Study (Points: 20)

This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

Convenor(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0
Prerequisite(s): Entry is at the discretion of the Chairperson of Department or BTour Convenor

TOMG499-10C (HAM), 10D (HAM), 10E (HAM), 10F (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(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restriction(s): TOMG599
TOMG501-10A (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(s):* AProf Asad Mohsin  
*Internal assessment/Exam ratio:* 1:0

TOMG502-10B (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(s):* Dr Anne Zahra  
*Internal assessment/Exam ratio:* 1:0

TOMG503-10A (HAM), 10A (NET)
**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(s):* AProf Tim Lockyer  
*Internal assessment/Exam ratio:* 1:0

DEVS504-10A (NET)
**Comparative State Policies on Indigenous Development** *(Points: 30)*

Please contact the Faculty of Arts and Social Sciences for further details about this paper.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0

TOMG505-10B (HAM), 10B (NET)
**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(s):* Dr Anne Zahra  
*Internal assessment/Exam ratio:* 1:0
TOURISM MANAGEMENT

TOMG506-10A (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(s): Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0
Restriction(s): ACCT501, ECON544, MCOM530, MKTG507, MNGT501, MSYS551, SCENS03 and STMG502

TOMG507-10B (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(s): AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0

TOMG509-10A (HAM), 10A (NET)
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(s): Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0

TOMG510-10B (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(s): Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0

TOMG590-10S (HAM), 10A (HAM), 10B (HAM), 10C (HAM), 10Y (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(s): Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
TOMG591-10C (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(s): Prof Alison McIntosh
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.

TOMG592-10C (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(s): Prof Alison McIntosh
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.

TOMG593-10C (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(s): Prof Alison McIntosh
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.
TOMG594-10C (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(s): Prof Alison McIntosh
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.

TOMG599-10C (HAM), 10D (HAM), 10E (HAM), 10F (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(s): Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0
Prerequisite(s): all 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restriction(s): TOMG499
MANAGEMENT STUDENT CENTRE (MSC)

The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School students. MSC 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 student mentoring service as well as a Māori Consultant and an International Consultant.

All Management students who have queries regarding their studies should go to MSC initially for assistance. MSC is located in MS1 (behind the Station Café on Hillcrest Road), and is open from 8.45am to 4.45pm Monday to Friday. Further information on the services provided by MSC staff can be found on Section A of the Student Handbook under the Student Support section.

UNIVERSITY OF WAIKATO STUDENT INFORMATION CENTRE (ALSO KNOWN AS THE GATEWAY)

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 +64 7 838 4370, or email info@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. It can also be accessed from at www.myweb.ac.nz/ from off campus. Simply enter your username and password at the prompt and your 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

Normal Workload
A normal workload for A and B Semesters is 60 points per semester and a normal workload for Summer School is 40 points.

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, go to MyWeb™, click on the Admin & Enrolment tab and choose the Change of Enrolment link. Ask for assistance in the WMS computer labs if you are having problems.

Enrolling in Tutorials
There are two ways to enrol in tutorials.

1. In the Computer Labs:
   » Enter ‘wms-tutorial’ in the username box when logging on. You don’t need a password.
   » 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).
   » Double click on the appropriate paper and choose the ‘Tutorial, Seminar, Workshop’ option.
   » 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).
   » 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™:
   » Log into MyWeb™ (www.myweb.ac.nz/)
   » Click on your paper link
   » Click on the ‘Timetable or Groups’ link for each paper
   » Click on the radio button next to the tutorial time you want. A window will come pop up telling you which tutorial group you have joined.

Re-enrolling
You need to re-enrol for each year of study at Waikato Management School. You can apply to re-enrol online through MyWeb™. To help you choose your papers for the following year you can collect a Student Handbook from MSC towards the end of B Semester.

Re-entry
Automatic re-entry to Waikato Management School is granted to any student who has passed over half of the papers that they were enrolled in during their last year of academic study. If a student does not pass more than half of their papers then they must apply to be readmitted to the School. There are specific re-entry criteria that a student must meet when applying for re-entry permission.

www.management.ac.nz
COMPETENCY MODULES

Writing Competency Module (WCM)

The Writing Competency Module (WCM) is a self-directed learning module designed to test your ability to recognise 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:

» Bachelor of Business Analysis – Financial (BBA(Fin))
» Bachelor of Management Studies (BMS)
» Bachelor of Management Studies as a conjoint degree (eg BMS/LLB)
» Bachelor of Electronic Commerce (BECom)
» Bachelor of Communication Studies (BCS)
» Bachelor of Tourism (BTOUR) (with 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 2010 from a previous programme eg 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.

The WCM link will appear as a paper link on MyWeb™ if you do not see this link when you first log on please let MSC staff know.

Computer Competency Modules (CCM)

In addition to academic work, WMS places 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 Business Analysis – Financial (BBA(Fin))
» Bachelor of Management Studies (BMS)
» Bachelor of Management Studies as a conjoint degree
» Bachelor of Electronic Commerce (BECom)
» Diploma in Management

The tests are accessible 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. You need to gain 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.

To enrol in the CCM via MyWeb™:
» Under the ‘Quick Links’ heading near the top left hand corner of the screen, click on the ‘Computer Competency’ link. A new browser window appears.
» Tick the box to join the CCM for 2010.
» Close the browser window.
» To display the CCM link you need to refresh MyWeb™ – right click on the screen and choose refresh.

The link to the CCM should appear with the rest of your papers.

At the end of the year the CCM results are sent to the Management Student Centre and are added to your student record.

Employment Skills Module (ESM)
This module covers the topics such as CV writing, cover letters and interview skills. It involves classroom teaching and it is compulsory for students in the following qualifications:
» Bachelor of Business Analysis – Financial (BBA(Fin))
» Bachelor of Management Studies (BMS)
» Bachelor of Management Studies as a conjoint degree (eg BMS/LLB)
» Bachelor of Electronic Commerce (BECom)
» Bachelor of Communication Studies (BCS)
» Bachelor of Tourism (BTour) (with a WMS major)

If you are enrolled in any of the degrees listed above, you must complete the ESM before the end of your qualification.

USING THE ONLINE TIMETABLE
Just before the beginning of the semester it is a good idea to check your timetable, 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 2010 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: ACCT101-10A MCOM102-10A STMG191-10A MKTG151-10A). 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™ for information see 'Enrolling in Tutorials' under the Enrolment Section.
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 compulsory or recommended only. 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 or 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, and internet access. 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 situated on the ground floor 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 www.myweb.ac.nz/ and clicking on the ‘First Time User?’ link.

Student ID Card

You can use your Student ID card for printing, photocopying and after hours access to specific buildings on campus. You need to “activate” your Student ID before you can use it by going to a kiosk in the computer labs.

Unica$h Account

Your Unica$h account allows you to print your work, use the internet, use photocopiers and use the online Shopping Mall. You can use EFTPOS, credit card or visit the Library or Campus Copy to put funds on your Unica$h account. You can check your Unica$h account balance at any time by looking under the ‘My Balances pane’ on MyWeb™. When you use your Student ID card, costs are deducted from your Unica$h account.

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 WMS labs by showing their Student ID card at the Security Office (B Block Annex, located between B Block and the Law School). The Security Office is open to students for processing after hours card access between 10.30am to 12 noon and 1pm to 3pm, Monday to Friday. An activation fee will apply.

Remember, that without your Student ID 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 University of Waikato pages) is charged per megabyte. Internet costs are deducted from your Unica$h account each hour.

Your university email account is set up when you first create your computer account. Your email address will be yourusername@students.waikato.ac.nz You can access your email from anywhere via the ‘My Messages’ link on 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:

» Log on to MyWeb™ (www.myweb.ac.nz/)
» 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.
» Follow your way through the screens. When you have finished, a message will appear to either confirm your order or to indicate any problems, eg insufficient funds in your account.

 Saving Your Work
Every student enrolled in a management paper has 40MB of space on one of our School servers called Titan (T:\ Drive) to store course-related material. You also have 40MB 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 some machines in the WMS labs. We recommend that you regularly backup your work to disk or on a server.

Printing Your Work
Laser printouts cost 10c per page or 16c per page if you are printing double-sided (duplex). Duplex is the default setting on all the printers in the WMS labs and for assignments printed at MSC. Colour printing is also available from the labs via one designated machine.

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).

Masters Students
Two computers and a physical bulletin board are available in MS6 for sole use by masters 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
» Check your name and student ID number are correct.
» Select the appropriate paper from the drop down list.
» Select the appropriate component from the drop down list.
» Please choose HTML format.
» Click on the “Generate cover sheet” button.
» Read the assignment certification message screen and click the appropriate button.
» Your cover sheet will appear, check that the details are correct, ie 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.
» Print your assignment cover sheet.

It will not cost you anything to print the cover page.

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.

Plagiarism
Once your assignment has been submitted it is run through a plagiarism software tool called “Turn-it-in”. Turn-it-in easily identifies any similarities between student’s assignments and help assure academic staff that any work you submit is your own and not copied or borrowed from someone else. Turn-it-in searches the internet and has a large international database which is used for assignment comparisons. The Waikato Management School is very strict about students submitting their own work and disciplinary action will be taken against those students who submit work that is not their own.
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 Convenor. 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 front counter. 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 convenor.

*Note:* If you need an extension or wish to discuss a late assignment, you will need to contact the convenor for that paper. If you don’t know where the paper convenor’s office is, the MSC counter staff can help you, but it is your responsibility to make contact with the controller convenor 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’.

**EXAMINATIONS**

For details on regulations concerning examinations, refer to the *University of Waikato Calendar* or [www.waikato.ac.nz/sasd/enrolment/exams.shtml](http://www.waikato.ac.nz/sasd/enrolment/exams.shtml). An important thing to be aware of is that once students have sat their final exam or handed in their final assessment they are advised not to contact their lecturers at any point to discuss their provisional grades. Students need to direct all communication regarding their grades directly to the Assessment Office.

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 [www.waikato.ac.nz/sasd/enrolment/exams.shtml](http://www.waikato.ac.nz/sasd/enrolment/exams.shtml)

**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 is [www.mngt.waikato.ac.nz/myweb/](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™.

[www.management.ac.nz](http://www.management.ac.nz)
Management Databases

Waikato Management School is committed to using state-of-the-art technology that allows creative, innovative and global research. The Management database page is accessible through MyWeb™ via the 'Online databases' link 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

Electronic resources are available off-campus via MyWeb™. Only students who are fully enrolled in a current paper at the University of Waikato are able to access these databases and e-journals.

For more information on using electronic resources at Waikato Management School, visit [www.management.ac.nz/school/knowledge/orientation/studentguide.html](http://www.management.ac.nz/school/knowledge/orientation/studentguide.html)

THE LIBRARY

The Library provides students with access to books, journals/serials/periodicals, microfilms, maps, DVDs/videos, annual reports, databases, group study rooms, lap tops, photocopiers 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.

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.
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: 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 Information desk on Level 2 in the Library or by telephoning extn 8169. In addition you may make appointments to see the Management Subject Librarian by telephoning extn 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 www.waikato.ac.nz/library

If you need some instruction in information retrieval or accessing information in the disciplines of management or using the internet, please contact the Management Subject Librarian.

SCHOOL PUBLICATIONS

Waikato Management School’s publication website contains electronic documents (PDFs) of various Waikato Management School publications including a constantly updated version of the Student Handbook. To view, print or order one of these publications please visit www.mngt.waikato.ac.nz/school%20publications

WA IKAT O MANAGEMENT SCHOOL
STUDENT ORGANISATIONS

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 ropu is to encourage whakawhanaungatanga of all Māori students through Manaakitanga, 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 ropu – 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.

www.management.ac.nz
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 tatou, kia kotahi ai.

To find out more email terangangaku@gmail.com or contact the following people at MSC:

- 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.

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.

**CLASS REPRESENTATIVES**

Students in each paper elect one or two class members as class representatives. Class representatives have two functions. The first function is liaison. A class rep’s role is to represent the interests of the class to the lecturer and the department, and also to act as an intermediary between the class as a whole and the department as a whole. Class reps have a very important part to play in making communication possible between their class and academic staff.

The second function of a class rep is to work on committees. Class representatives can be elected to represent student interests on university committees. All representatives attend Subject Committee meetings regularly held in their departments. The Subject Committee is a place for students to air concerns and to consult with other students, and it is the group from which students are elected to the Board of Studies. Class representatives are then elected from the Board of Studies to the Academic Board and other university committees.

The primary role of a class representative is to present, and help resolve, concerns and issues raised by members of the class.

For more information on class representation, visit [www.waikato.ac.nz/sasd/enrolment/studrep1.shtml](http://www.waikato.ac.nz/sasd/enrolment/studrep1.shtml)
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 Medical 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 +64 7 838 4037.

There is a pharmacy located on campus, on the bus-stop side of the Village Green shopping complex. 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 +64 7 838 4740.

Counselling Services
The Student Counselling Service is located in the Student Services building, behind the Chapel, off the Gate 1 car park. Two counsellors 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 +64 7 838 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 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 +64 7 838 4466 extn 8576, or +64 7 838 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 +64 7 838 4177 or visit the Uni Rec Centre’s website at 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 +64 7 838 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, alternative formatting for printed material, note taking, computer support, advice and specialised equipment eg dictaphones.

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 +64 7 838 4711.

For further information on the University of Waikato’s policies and procedures for students with disabilities, please contact the Disabilities Co-ordinator, phone +64 7 838 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 [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 +64 7 838 4466 extn 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 +64 7 838 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 +64 7 838 4466 extn 6264, or email samw@waikato.ac.nz

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](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 www.minedu.govt.nz/NZEducation/EducationPolicies/InternationalEducation/ForProvidersOfInternationalEducation/CodeofPracticeforInternationalStudents/CodeOfPractice.aspx

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 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 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 www.acc.co.nz/

Medical and Travel Insurance

International students must have appropriate and current medical and travel insurance while studying in New Zealand.

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/
COMMON UNIVERSITY TERMS

Assessment
A task/activity required of students and prescribed within the paper outline and used by teaching staff to evaluate a student’s level of success or understanding. Assessment methods might include tests, exams, essays, presentations, group work, reviews, other pieces of writing, or other methods.

Bachelor Degree
Also known as an undergraduate degree or first degree. It is a structured course of study in a particular area such as management or communication and takes a minimum of three to four years of full-time study to complete.

Calendar
A university’s official record of rules and regulations, staff, papers, dates etc.

Conjoint Degree
A conjoint degree is when two bachelors degrees are taken simultaneously; this allows you to complete the two bachelors degrees in a shorter period of time than would ordinarily be possible.

Co-requisite
A co-requisite is a paper that is complementary to another paper. While the knowledge gained from one paper is not required to take the other paper, students are required to complete both papers.

Core/Compulsory Paper
A core or compulsory paper is a key paper that must be passed as part of a particular qualification.

Department
A department is an academic unit within a School of Studies/Faculty which is responsible for teaching a particular subject or discipline, for example, Economics.

Diploma/Certificate
A diploma or certificate is a type of qualification available at the undergraduate, graduate and postgraduate level that normally focuses on one specific subject area or field.

Discipline
A discipline is a general subject area, for example, Economics or Marketing.

Elective
Elective papers are papers which are not part of the compulsory papers for your degree and can usually be chosen from most subject areas. However, elective papers offered within the requirements for a major are often selected from a specified list within the major subject area.

Equivalent
Equivalent papers are in effect the same papers, one of which was taught in the past with a different paper code.
Field
A field is a general area of academic study that includes a number of related subjects.

Grade Point Average (GPA)
GPAs are used in calculating admittance to Honours programmes and also for awarding the Class of Honours. The following table illustrates average grades/GPA equivalents.

A+=9, A=8, A-=7, B+=6, B=5, B-=4, C+=3, C=2, RP=1

Graduate
A graduate is a person who has been awarded a university qualification. This term is also used for some qualifications like the Graduate Diploma which is a one year qualification for graduate students (or students with sufficient experience/training) who wish to specialise in another subject area.

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 to complete assessments and/or exams.

Major
A major is the main subject/s in which you specialise for your undergraduate degree. To specialise in a subject you study it to a higher level ie 300 or 400 level and must fulfil specific requirements to pass.

Masters
A masters degree is an advanced qualification that normally builds on an honours 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 and Management and 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 and pass specified assessment tasks/activities.

Paper Code
A paper code contains information about the subject, level and timing of the paper. The first four letters identify the subject then the first number identifies the level of the paper, for example, ACCT202 is a 200 level Accounting paper and ACCT301 is a 300 level Accounting paper. The two digits after the hyphen tell you what year the paper is taught and 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.
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 the University measures papers and qualifications. Each paper is given a point value, normally 15 points at 100 level, 20 points at 200-400 level, and 30 or 15 points at 500 level. Each qualification, and part of qualifications, has regulations about the number of points to be completed at specified levels to pass. For example, a bachelors degree is worth between 360 and 480 points and the major within the degree is normally worth 120 points and you have to take a certain number of points at a certain number of levels. One year of full-time study is normally 120 points.

Postgraduate
Postgraduate refers to advanced study above undergraduate level.

Prerequisite
A paper that is listed as prerequisite for a specific paper is one which must be passed before enrolling in the specific paper. Usually the prerequisite paper develops essential skills or knowledge necessary for undertaking the specific paper.

Programme of Study
The papers that you are enrolled in each year make up your programme of study for that year. 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.

Regulations
Regulations are the rules or requirements that are stated in The University of Waikato Calendar and relevant Student Handbook, which must be fulfilled to pass a qualification.

Restriction
Restricted papers share a significant amount of common content. You may only undertake one of the restricted papers, for example, STMG324 is restricted for STMG424, so you would have to choose whether you took 324 or 424 as you could not do both.
ORIENTATION

School of Study or Faculty
A School/Faculty is 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 the A Semester, which starts in March and ends in June, the B Semester which starts in July and ends in November and two six-week Summer School Semesters (T Semester November/December) and (S Semester January/February) Most of the papers offered by The University of Waikato are semester papers but there are some full-year papers.

Specialisation
This is a formally recognised specialised programme of study within a qualification, major or subject area. A specialisation is similar to a small major and requires a particular programme of study to be undertaken and passed.

Subject
A subject is an area of study, for example, Accounting, Public Relations or Tourism Management.

Summer School
There are two Summer School semesters T (November/December) and S (January/February). (T) Semester starts the first Monday after B Semester examinations and runs for a six week period. (S) Semester 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 upcoming assignments and tests, 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 an undergraduate or bachelors degree is known as an undergraduate.

www.management.ac.nz
# CONTACTING STAFF

## MANAGEMENT STUDENT CENTRE

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</th>
<th>ROOM</th>
<th>EMAIL</th>
<th>POSITION</th>
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</thead>
<tbody>
<tr>
<td>Ms Tania Burkhart</td>
<td>4546</td>
<td>MS1.G.06</td>
<td><a href="mailto:tania@waikato.ac.nz">tania@waikato.ac.nz</a></td>
<td>Student Centre Manager</td>
</tr>
<tr>
<td>Mrs Joyce Amarasekera</td>
<td>4990</td>
<td>MS1.G.08C</td>
<td><a href="mailto:499@waikato.ac.nz">499@waikato.ac.nz</a></td>
<td>Student Investigations Admin</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>Ms Miao Fan</td>
<td>4787</td>
<td>MS1.G.07</td>
<td><a href="mailto:fanm@waikato.ac.nz">fanm@waikato.ac.nz</a></td>
<td>Management Student Consultant – Graduate</td>
</tr>
<tr>
<td>Mr Grant Harris</td>
<td>6091</td>
<td>MS9.G.07</td>
<td><a href="mailto:granth@waikato.ac.nz">granth@waikato.ac.nz</a></td>
<td>Senior Teacher – International</td>
</tr>
<tr>
<td>Mrs Fiona Hurst</td>
<td>5169</td>
<td>MS1.G.08</td>
<td><a href="mailto:fionaw@waikato.ac.nz">fionaw@waikato.ac.nz</a></td>
<td>Management Student Consultant – Language and Learning Development</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 Advisor</td>
</tr>
<tr>
<td>Miss Matangaro Paerau</td>
<td>6235</td>
<td>MS1.G.02A</td>
<td><a href="mailto:mpaerau@mngt.waikato.ac.nz">mpaerau@mngt.waikato.ac.nz</a></td>
<td>Management Student Consultant – Undergraduate</td>
</tr>
<tr>
<td>Mrs Gill O’Neill</td>
<td>4637</td>
<td>MS9.G.08</td>
<td><a href="mailto:gill@waikato.ac.nz">gill@waikato.ac.nz</a></td>
<td>Language and Learning Consultant</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 Assistant</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>4735</td>
<td>MS9.G.09</td>
<td><a href="mailto:vyoung@waikato.ac.nz">vyoung@waikato.ac.nz</a></td>
<td>Tutor-Language &amp; Learning Development</td>
</tr>
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</table>

## QUALIFICATION CONVENORS

<table>
<thead>
<tr>
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<tr>
<td>Prof Ian Eggleton</td>
<td>8102</td>
<td>MSB.3.08</td>
<td><a href="mailto:ianeggle@waikato.ac.nz">ianeggle@waikato.ac.nz</a></td>
<td>Graduate Qualifications Convenor</td>
</tr>
<tr>
<td>Prof 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>Doctoral Studies Convenor</td>
</tr>
<tr>
<td>Dr 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>Qualifications Convenor BCS</td>
</tr>
<tr>
<td>Prof Bob McQueen</td>
<td>4125</td>
<td>MSB.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>MSB.3.14</td>
<td><a href="mailto:hdavey@waikato.ac.nz">hdavey@waikato.ac.nz</a></td>
<td>Qualifications Convenor BMS/BBA</td>
</tr>
<tr>
<td>Dr Anne Zahra</td>
<td>5087</td>
<td>MSB.2.35</td>
<td><a href="mailto:annezara@waikato.ac.nz">annezara@waikato.ac.nz</a></td>
<td>Qualifications Convenor BTour</td>
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</table>
**DEAN’S OFFICE**

<table>
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<tr>
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<tbody>
<tr>
<td>Prof Frank Scrimgeour</td>
<td>4415</td>
<td>MSB.2.03</td>
<td><a href="mailto:scrim@waikato.ac.nz">scrim@waikato.ac.nz</a></td>
<td>Dean Waikato Management School</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>Executive Assistant</td>
</tr>
<tr>
<td>Miss Courtney Goodwin</td>
<td>4477</td>
<td>MSB.2.05</td>
<td><a href="mailto:court@mgnt.waikato.ac.nz">court@mgnt.waikato.ac.nz</a></td>
<td>Administrator</td>
</tr>
<tr>
<td>Mrs Kama Scutts</td>
<td>7878</td>
<td>MSB.2.10</td>
<td><a href="mailto:kama@waikato.ac.nz">kama@waikato.ac.nz</a></td>
<td>Business Manager</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>Mrs Janice Johnson</td>
<td>4077</td>
<td>MSB.2.28</td>
<td><a href="mailto:janicej@waikato.ac.nz">janicej@waikato.ac.nz</a></td>
<td>Academic and Accreditation Manager</td>
</tr>
<tr>
<td>Ms Helen Nicol</td>
<td>4833</td>
<td>MSB.2.37</td>
<td><a href="mailto:helenn@waikato.ac.nz">helenn@waikato.ac.nz</a></td>
<td>Academic Administrator</td>
</tr>
<tr>
<td>Prof Delwyn Clark</td>
<td>4594</td>
<td>MSB.2.07</td>
<td>dnc <a href="mailto:Clark@waikato.ac.nz">Clark@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>
<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/Executive Director International</td>
</tr>
<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>AProf Asad Moisin</td>
<td>5061</td>
<td>MSB.3.35</td>
<td><a href="mailto:amohsin@waikato.ac.nz">amohsin@waikato.ac.nz</a></td>
<td>Associate Director International</td>
</tr>
<tr>
<td>Mr Richard Calderwood</td>
<td>4236</td>
<td>MS5.G.09</td>
<td><a href="mailto:richardc@waikato.ac.nz">richardc@waikato.ac.nz</a></td>
<td>PR and Marketing Adviser</td>
</tr>
<tr>
<td>Miss Suzi Luff</td>
<td>4430</td>
<td>MS5.G.05</td>
<td><a href="mailto:suzil@mngt.waikato.ac.nz">suzil@mngt.waikato.ac.nz</a></td>
<td>PR and Marketing Assistant</td>
</tr>
<tr>
<td>Prof Mike Pratt</td>
<td></td>
<td></td>
<td><a href="mailto:mngtmike@mngt.waikato.ac.nz">mngtmike@mngt.waikato.ac.nz</a></td>
<td>Professor of Sustainability and Leadership</td>
</tr>
<tr>
<td>Adjunct Prof Neil Richardson</td>
<td></td>
<td></td>
<td><a href="mailto:neilr@waikato.ac.nz">neilr@waikato.ac.nz</a></td>
<td>Adjunct Professor</td>
</tr>
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**DEPARTMENT OF ACCOUNTING**

<table>
<thead>
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<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>Dr Mary Low</td>
<td>8746</td>
<td>MSB.3.38L</td>
<td><a href="mailto:lai@waikato.ac.nz">lai@waikato.ac.nz</a></td>
<td>Co-Chairperson/Undergraduate Convenor</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>Graduate Convenor/Associate Professor</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>Ms Maxine Hayward</td>
<td>8315</td>
<td>MSB.3.12</td>
<td><a href="mailto:maxineh@mngt.waikato.ac.nz">maxineh@mngt.waikato.ac.nz</a></td>
<td>Administrative Assistant</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>8108</td>
<td>MSB.3.02</td>
<td><a href="mailto:jnallen@waikato.ac.nz">jnallen@waikato.ac.nz</a></td>
<td>Tutor</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 Arunchalam</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>8652</td>
<td>MSB.3.03</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:ianeggle@waikato.ac.nz">ianeggle@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
</tbody>
</table>
Contacting Staff

Prof Stewart Lawrence 8794  MSB.3.05  stewartl@waikato.ac.nz  Professor
Dr Mary Low 8746  MSB.3.38L  lai@waikato.ac.nz  Lecturer
Ms Alison McCourt 8101  MSB.3.16  alimc@waikato.ac.nz  Senior Tutor
Mr Jim Ryan 7903  MSB.3.15  jimryan@waikato.ac.nz  Teaching Fellow
Dr Grant Samkin 8942  MSB.3.07  grantsam@waikato.ac.nz  Senior Lecturer
Dr Helen Samujh 8092  MSB.3.06  rhsamujh@waikato.ac.nz  Senior Lecturer
Dr Stephen Schollum 6575  MSB.3.40  steschol@mngt.waikato.ac.nz  Senior Lecturer
Dr Umesh Sharma 4247  MSB.3.28  ups@waikato.ac.nz  Senior Tutor
Mrs Jagdeep Singh-Ladhar 8091  MSB.3.39  ladhar@waikato.ac.nz  Tutor
Prof Karen Van Peursem 8647  MSB.3.38  kvp@waikato.ac.nz  Professor

DEPARTMENT OF ECONOMICS

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Prof Mark Holmes</td>
<td>4454</td>
<td>MSB.2.20</td>
<td><a href="mailto:holmesmj@waikato.ac.nz">holmesmj@waikato.ac.nz</a></td>
<td>Chairperson Economics/Professor</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>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.16</td>
<td><a href="mailto:mfitzy@waikato.ac.nz">mfitzy@waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Mrs Leonie Pope</td>
<td>4045</td>
<td>MSB.2.15</td>
<td><a href="mailto:lpope@waikato.ac.nz">lpope@waikato.ac.nz</a></td>
<td>Assistant Administrator</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>Dr Michael Cameron</td>
<td>5082</td>
<td>MSB.3.24</td>
<td><a href="mailto:mcam@waikato.ac.nz">mcam@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Mrs Bridget Daldy</td>
<td>8418</td>
<td>MSB.2.12</td>
<td><a href="mailto:bdaldy@waikato.ac.nz">bdaldy@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Dr Graeme Doole</td>
<td>4134</td>
<td>MSB.2.14</td>
<td><a href="mailto:gdoole@mngt.waikato.ac.nz">gdoole@mngt.waikato.ac.nz</a></td>
<td>Honorary Lecturer</td>
</tr>
<tr>
<td>Prof John Gibson</td>
<td>4289</td>
<td>OP37.G.01</td>
<td><a href="mailto:jkgibson@waikato.ac.nz">jkgibson@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>Dr Chris Hector</td>
<td>8119</td>
<td>MS3.G.05</td>
<td><a href="mailto:chector@waikato.ac.nz">chector@waikato.ac.nz</a></td>
<td>Research Fellow</td>
</tr>
<tr>
<td>Dr Pam Kaval</td>
<td></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 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>
# CONTACTING STAFF

## DEPARTMENT OF FINANCE

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</th>
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<th>EMAIL</th>
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</thead>
<tbody>
<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>Chairperson/Associate Professor</td>
</tr>
<tr>
<td>Dr Sazali Abidin</td>
<td>4513</td>
<td>MSB.3.38B</td>
<td><a href="mailto:sazali@mngt.waikato.ac.nz">sazali@mngt.waikato.ac.nz</a></td>
<td>Graduate Convenor/Senior Lecturer</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>Undergraduate Convenor/Senior Lecturer</td>
</tr>
<tr>
<td>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.16</td>
<td><a href="mailto:mfitzy@waikato.ac.nz">mfitzy@waikato.ac.nz</a></td>
<td>Administration Manager</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>Dr 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>Mr Kevin Old</td>
<td>4676</td>
<td>MSB.3.38K</td>
<td><a href="mailto:kold@waikato.ac.nz">kold@waikato.ac.nz</a></td>
<td>Teaching Fellow (Agri Business)</td>
</tr>
<tr>
<td>Mr Krishna Reddy</td>
<td>8416</td>
<td>MSB.3.38G</td>
<td><a href="mailto:krishna@mngt.waikato.ac.nz">krishna@mngt.waikato.ac.nz</a></td>
<td>Senior Fellow</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>
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## DEPARTMENT OF MANAGEMENT COMMUNICATION

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>AProf Debashish Munshi</td>
<td>4450</td>
<td>MSB.4.35K</td>
<td><a href="mailto:munshi@waikato.ac.nz">munshi@waikato.ac.nz</a></td>
<td>Chairperson/Associate Professor</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/Professor</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/Professor</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>Graduate Convenor/Senior Lecturer</td>
</tr>
<tr>
<td>Dr Cheryl Cockburn-Wooten</td>
<td>6377</td>
<td>MSB.4.38</td>
<td><a href="mailto:cwooten@waikato.ac.nz">cwooten@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>Dr 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>Miss Jean Beaton</td>
<td>8140</td>
<td>MSB.4.35B</td>
<td><a href="mailto:jbeaton@waikato.ac.nz">jbeaton@waikato.ac.nz</a></td>
<td>Department Administrator</td>
</tr>
<tr>
<td>Prof George Cheney</td>
<td></td>
<td></td>
<td><a href="mailto:george.cheney@utah.edu">george.cheney@utah.edu</a></td>
<td>Adjunct Professor</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>Mrs Margaret Richardson</td>
<td>8064</td>
<td>OP29.G.04</td>
<td><a href="mailto:margie@waikato.ac.nz">margie@waikato.ac.nz</a></td>
<td>Research Fellow</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>Dr 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>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Margalit Toledano</td>
<td>6112</td>
<td>MSB.4.36</td>
<td><a href="mailto:toledano@waikato.ac.nz">toledano@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>
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### DEPARTMENT OF MANAGEMENT SYSTEMS

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<tr>
<td>Dr Stuart Dillon</td>
<td>4234</td>
<td>MS8.G.04</td>
<td><a href="mailto:stuart@waikato.ac.nz">stuart@waikato.ac.nz</a></td>
<td>Chairperson/Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Michelle Redinger</td>
<td>4561</td>
<td>MS8.G.01</td>
<td><a href="mailto:michred@mngt.waikato.ac.nz">michred@mngt.waikato.ac.nz</a></td>
<td>Department Administrator</td>
</tr>
<tr>
<td>AProf Chuda Basnet</td>
<td>4562</td>
<td>MS8.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>MS8.G.02</td>
<td><a href="mailto:pchilder@waikato.ac.nz">pchilder@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Prof Jim Corner</td>
<td>4563</td>
<td>MS8.G.06</td>
<td><a href="mailto:jcorner@waikato.ac.nz">jcorner@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
<tr>
<td>AProf Eric Deakins</td>
<td>4565</td>
<td>MS8.G.07</td>
<td><a href="mailto:edeakins@waikato.ac.nz">edeakins@waikato.ac.nz</a></td>
<td>Associate Professor</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>Professor</td>
</tr>
<tr>
<td>Dr Karyn Rastrick</td>
<td>4207</td>
<td>MS8.G.09</td>
<td><a href="mailto:karyn@waikato.ac.nz">karyn@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Dr Peter Sun</td>
<td>4283</td>
<td>MS8.G.08</td>
<td><a href="mailto:petersun@waikato.ac.nz">petersun@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
</tbody>
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### DEPARTMENT OF MARKETING

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</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@waikato.ac.nz">rgarland@waikato.ac.nz</a></td>
<td>Chairperson/Undergraduate Convenor</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/Associate Professor</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/Associate Professor</td>
</tr>
<tr>
<td>Prof Richard Varey</td>
<td>4617</td>
<td>MSB.4.19</td>
<td><a href="mailto:rvarey@waikato.ac.nz">rvarey@waikato.ac.nz</a></td>
<td>Graduate Convenor/Professor</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>Department Administrator</td>
</tr>
<tr>
<td>AProf Roger Brooksbank</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 Mark 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 Scott Kilgour</td>
<td>7885</td>
<td>MSB.4.25</td>
<td><a href="mailto:kilgour@waikato.ac.nz">kilgour@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>AProf Scott Koslow</td>
<td>8587</td>
<td>MSB.4.23</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>MS5.G.06</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@waikato.ac.nz">vmelnyk@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Mr Quentin Somerville</td>
<td>6540</td>
<td>MSB.4.24</td>
<td><a href="mailto:quentin@waikato.ac.nz">quentin@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Prof Harald Van Heerde</td>
<td>4089</td>
<td>MSB.4.15</td>
<td><a href="mailto:heerde@waikato.ac.nz">heerde@waikato.ac.nz</a></td>
<td>Professor</td>
</tr>
</tbody>
</table>
# CONTACTING STAFF

## DEPARTMENT OF STRATEGY & HUMAN RESOURCE MANAGEMENT

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</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>Prof James Barker</td>
<td>5022</td>
<td>MSB.4.26</td>
<td><a href="mailto:jbarker@waikato.ac.nz">jbarker@waikato.ac.nz</a></td>
<td>Co-Chairperson/Professor</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>Associate Professor</td>
</tr>
<tr>
<td>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>Mrs Jude Loughnan</td>
<td>4587</td>
<td>MSB.4.08</td>
<td><a href="mailto:judel@waikato.ac.nz">judel@waikato.ac.nz</a></td>
<td>Administrative Assistant</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:evacolln@waikato.ac.nz">evacolln@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Dr Heather Connolly</td>
<td>4837</td>
<td>MSB.4.33</td>
<td><a href="mailto:hbircham@mngt.waikato.ac.nz">hbircham@mngt.waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>Mrs Janet Davey</td>
<td>7909</td>
<td>MSS.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>MSS.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>5609</td>
<td>MSS.G.11</td>
<td><a href="mailto:slgrant@waikato.ac.nz">slgrant@waikato.ac.nz</a></td>
<td>Lecturer</td>
</tr>
<tr>
<td>AProf 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>Associate Professor</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>Dr Peter Haynes</td>
<td>6445</td>
<td>MSS.G.03</td>
<td><a href="mailto:phaynes@mngt.waikato.ac.nz">phaynes@mngt.waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>AProf Maria Humphries</td>
<td>4721</td>
<td>MSS.G.13</td>
<td><a href="mailto:mariah@waikato.ac.nz">mariah@waikato.ac.nz</a></td>
<td>Associate Professor</td>
</tr>
<tr>
<td>Prof Kerr Inkson</td>
<td></td>
<td></td>
<td><a href="mailto:kinkson@mngt.waikato.ac.nz">kinkson@mngt.waikato.ac.nz</a></td>
<td>Adjunct Professor</td>
</tr>
<tr>
<td>Mr Glyndwr Jones</td>
<td>8124</td>
<td>MSB.4.11</td>
<td><a href="mailto:jones@waikato.ac.nz">jones@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
<tr>
<td>Mrs Anca Ryan</td>
<td>6790</td>
<td>MS3.G.01</td>
<td><a href="mailto:ancaryan@waikato.ac.nz">ancaryan@waikato.ac.nz</a></td>
<td>Senior Tutor</td>
</tr>
<tr>
<td>Dr Paresha Sinha</td>
<td>4948</td>
<td>MSB.4.31</td>
<td><a href="mailto:psinha@waikato.ac.nz">psinha@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>Senior Lecturer</td>
</tr>
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## DEPARTMENT OF TOURISM & HOSPITALITY MANAGEMENT

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>AProf 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/Associate Professor</td>
</tr>
<tr>
<td>Miss Maria Fitzgerald</td>
<td>4758</td>
<td>MSB.2.16</td>
<td><a href="mailto:mfitzy@waikato.ac.nz">mfitzy@waikato.ac.nz</a></td>
<td>Administration Manager</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>Ms Jenny Cave</td>
<td>6233</td>
<td>MSB.3.42</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>Prof 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>Professor</td>
</tr>
<tr>
<td>AProf 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>Associate Professor</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>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>Dr Anne Zahra</td>
<td>5087</td>
<td>MSB.2.35</td>
<td><a href="mailto:a.zahra@waikato.ac.nz">a.zahra@waikato.ac.nz</a></td>
<td>Senior Lecturer</td>
</tr>
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## CENTRE FOR CORPORATE & EXECUTIVE EDUCATION

<table>
<thead>
<tr>
<th>NAME</th>
<th>PHONE</th>
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</thead>
<tbody>
<tr>
<td>Mr John Tucker</td>
<td>838 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>Mrs Colleen Slater</td>
<td>838 4540</td>
<td>MSB.2.32I</td>
<td><a href="mailto:colleens@mngt.waikato.ac.nz">colleens@mngt.waikato.ac.nz</a></td>
<td>Administration Manager</td>
</tr>
<tr>
<td>Miss Emma Fox</td>
<td>838 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>Ms Rebecca Atkins</td>
<td>838 4714</td>
<td>MSB.2.33</td>
<td><a href="mailto:ratkins@mngt.waikato.ac.nz">ratkins@mngt.waikato.ac.nz</a></td>
<td>Programme Coordinator</td>
</tr>
<tr>
<td>Mrs Cathie Breeuwer</td>
<td>838 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 Scott Gemmill</td>
<td>858 5030</td>
<td>MSB.2.31</td>
<td><a href="mailto:scottg@waikato.ac.nz">scottg@waikato.ac.nz</a></td>
<td>Associate Director – Corporate</td>
</tr>
<tr>
<td>Mr Terry Hannett</td>
<td>858 5134</td>
<td>MSB.2.32G</td>
<td><a href="mailto:terry@waikato.ac.nz">terry@waikato.ac.nz</a></td>
<td>Programme Coordinator</td>
</tr>
<tr>
<td>AProf Jens Mueller</td>
<td>021 516 326</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>Dr Vikram Murthy</td>
<td>838 4198</td>
<td></td>
<td><a href="mailto:vikram@waikato.ac.nz">vikram@waikato.ac.nz</a></td>
<td>Adjunct Senior Fellow</td>
</tr>
<tr>
<td>Dr Colleen Rigby</td>
<td>838 4198</td>
<td></td>
<td><a href="mailto:thedoc@paradise.net.nz">thedoc@paradise.net.nz</a></td>
<td>Adjunct Senior Fellow</td>
</tr>
<tr>
<td>Miss Debbie Roberts</td>
<td>838 4014</td>
<td>MSB.2.32D</td>
<td><a href="mailto:droberts@waikato.ac.nz">droberts@waikato.ac.nz</a></td>
<td>Projects and Communication Manager</td>
</tr>
<tr>
<td>Mr Robin Slade</td>
<td>838 4873</td>
<td>MSB.2.33</td>
<td><a href="mailto:r.slade@waikato.ac.nz">r.slade@waikato.ac.nz</a></td>
<td>Programme Coordinator – Course Dev</td>
</tr>
<tr>
<td>Ms Heather Westerby</td>
<td>838 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>Ms Billy Williamson</td>
<td>838 4482</td>
<td>MSB.2.32B</td>
<td><a href="mailto:billyw@waikato.ac.nz">billyw@waikato.ac.nz</a></td>
<td>Programme Coordinator – Course Dev</td>
</tr>
</tbody>
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### INFORMATION TECHNOLOGY TEAM

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</th>
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<th>EMAIL</th>
<th>POSITION</th>
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</thead>
<tbody>
<tr>
<td>Mr John Creek</td>
<td>4614</td>
<td>MSB.3.18</td>
<td>ccc <a href="mailto:jc@waikato.ac.nz">jc@waikato.ac.nz</a></td>
<td>Executive Director Info Technology</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>
<tr>
<td>Mr Shane Booker</td>
<td>6835</td>
<td>OP34.G.03</td>
<td><a href="mailto:sbooker@waikato.ac.nz">sbooker@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 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>Staff Support e-learning e-delivery</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 Mgr E-learning Support &amp; Admin</td>
</tr>
<tr>
<td>Mr Myles McInnes</td>
<td>6099</td>
<td>OP34.G.02</td>
<td><a href="mailto:myles@waikato.ac.nz">myles@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>Mr Mark Stoddart</td>
<td>4616</td>
<td>MSB.3.19</td>
<td><a href="mailto:stoddie@waikato.ac.nz">stoddie@waikato.ac.nz</a></td>
<td>Windows Administrator</td>
</tr>
</tbody>
</table>

### MANAGEMENT RESEARCH CENTRE

<table>
<thead>
<tr>
<th>NAME</th>
<th>EXTN</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>Manager Management Research Centre</td>
</tr>
<tr>
<td>Mr Simon Brenton</td>
<td>4013</td>
<td>OP32.G.01</td>
<td><a href="mailto:Mrc-cood@mngt.waikato.ac.nz">Mrc-cood@mngt.waikato.ac.nz</a></td>
<td>Sales &amp; Service Coordinator</td>
</tr>
<tr>
<td>Mr Paul Meharry</td>
<td>8114</td>
<td>OP32.G.03</td>
<td><a href="mailto:meharry@mngt.waikato.ac.nz">meharry@mngt.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@mngt.waikato.ac.nz">ryan@mngt.waikato.ac.nz</a></td>
<td>Business Research Analyst</td>
</tr>
</tbody>
</table>