Welcome to the University of Waikato. I hope you make the most of your time here and the opportunities that will present themselves during the course of your study.

You have come to an excellent university, which is ranked number one in New Zealand and seventh in the southern hemisphere for universities under the age of 50. This was based on the UK’s Times Higher Education World University Rankings. We are also internationally connected; we have research connections and student exchanges with some of the world’s top universities. I urge you to consider taking part in these while you are with us.

Here at the University of Waikato, you will be taught by lecturers who are leaders in their fields of research and who regularly win national teaching awards. We are proud of our academic quality and the fact that we produce sought-after graduates who go on to take up important roles in all parts of the world.

You will already have noticed our beautiful campus, which is set in 65 hectares of gardens, green space and lakes. At the heart of it all is the new Student Centre, which was completed in 2011. With its accessible areas, Library services and multitude of facilities, it is a place for students to study or socialise. We are very proud of this building.

In 2011 we celebrated 10 years of another important building, the Gallagher Academy of Performing Arts. This world-class facility has become a focal point on the campus and continues to be an important venue for the performing arts community.

I encourage you to experience all our facilities during your study at Waikato. We are heading towards our 50th anniversary in 2014; you are benefitting from many years of planning, hard work and vision.

I sincerely hope you enjoy your time at the University of Waikato; I urge you to make the most of the excellent education, the beautiful setting, and the top facilities so that you can make an impact on the world as our proud alumni and ambassadors.

Professor Roy Crawford
VICE-CHANCELLOR
UNIVERSITY OF WAIKATO
THE MANAGEMENT STUDENT CENTRE (MSC)

The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School students, including assisting students with any university-related queries such as enrolment questions. 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.

MSC is located in MS1 (behind the Station Café on Hillcrest Road) and is open from 8.45am to 4.45pm, Monday to Friday.

**MSC Provides:**
- Information for prospective students
- Entry and re-entry decisions
- Enrolment advice
- Programme planning
- Academic support for students (through its Language and Learning Development Team)
- A place for handing in and collecting assignments
- Photocopying facilities
- Mentors for students
- Orientation for students
- Space for group and individual work, including several student computers
- Support for Waikato Management School students based at the Tauranga Campus.
- 499 administration

**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@waikato.ac.nz
Website: [www.management.ac.nz/msc](http://www.management.ac.nz/msc)

**Disclaimer**

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](http://www.management.ac.nz/publications)

Readers should be aware that the University of Waikato Calendar takes precedence.
## TEACHING AND ASSESSMENT PERIODS 2013

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<thead>
<tr>
<th>WEEK</th>
<th>STARTING</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>31 December</td>
<td>1-2 January New Years Day Holiday observed 3 January University reopens</td>
</tr>
</tbody>
</table>

### S SEMESTER – SUMMER SCHOOL

<table>
<thead>
<tr>
<th>WEEK</th>
<th>STARTING</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>7 January</td>
<td>Summer School starts (S Semester)</td>
</tr>
<tr>
<td>3</td>
<td>14 January</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>21 January</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>28 January</td>
<td>28 January Auckland Anniversary Day</td>
</tr>
<tr>
<td>6</td>
<td>4 February</td>
<td>6 February Waitangi Day</td>
</tr>
<tr>
<td>7</td>
<td>11 February</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>18 February</td>
<td>Summer School Examinations Enrolment</td>
</tr>
</tbody>
</table>

### A SEMESTER

<table>
<thead>
<tr>
<th>WEEK</th>
<th>STARTING</th>
<th>EVENT</th>
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<tbody>
<tr>
<td>9</td>
<td>25 February</td>
<td>A Semester starts</td>
</tr>
<tr>
<td>10</td>
<td>4 March</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>11 March</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>18 March</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>25 March</td>
<td>29 March Good Friday</td>
</tr>
<tr>
<td>14</td>
<td>1 April</td>
<td>1-2 April Easter Monday and Holiday</td>
</tr>
<tr>
<td>15</td>
<td>8 April</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>15 April</td>
<td>Teaching Recess</td>
</tr>
<tr>
<td>17</td>
<td>22 April</td>
<td>Teaching Recess 25 April Anzac Day</td>
</tr>
<tr>
<td>18</td>
<td>29 April</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>6 May</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>13 May</td>
<td>17 May Open Day</td>
</tr>
<tr>
<td>21</td>
<td>20 May</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>27 May</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>3 June</td>
<td>Study Week 3 June Queen’s Birthday Holiday observed</td>
</tr>
<tr>
<td>24</td>
<td>10 June</td>
<td>Examinations</td>
</tr>
<tr>
<td>25</td>
<td>17 June</td>
<td>Examinations</td>
</tr>
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<td>26</td>
<td>24 June</td>
<td>Teaching Recess</td>
</tr>
<tr>
<td>27</td>
<td>1 July</td>
<td>Enrolment</td>
</tr>
</tbody>
</table>

www.management.ac.nz
### B SEMESTER

<table>
<thead>
<tr>
<th>WEEK</th>
<th>STARTING</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>8 July</td>
<td>B Semester starts</td>
</tr>
<tr>
<td>29</td>
<td>15 July</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>22 July</td>
<td></td>
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<tr>
<td>31</td>
<td>29 July</td>
<td></td>
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<tr>
<td>32</td>
<td>5 August</td>
<td></td>
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<tr>
<td>33</td>
<td>12 August</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>19 August</td>
<td>Teaching Recess</td>
</tr>
<tr>
<td>35</td>
<td>26 August</td>
<td>Teaching Recess</td>
</tr>
<tr>
<td>36</td>
<td>2 September</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>9 September</td>
<td>12 September Kingitanga Day</td>
</tr>
<tr>
<td>38</td>
<td>16 September</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>23 September</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>30 September</td>
<td></td>
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<tr>
<td>41</td>
<td>7 October</td>
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<td>42</td>
<td>14 October</td>
<td>Study Week</td>
</tr>
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<td>43</td>
<td>21 October</td>
<td>Examinations</td>
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</table>
| 44   | 28 October | Examinations
                | 28 October Labour Day  |

### T SEMESTER

<table>
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<th>STARTING</th>
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<td>4 November</td>
<td>Summer School starts (T Semester)</td>
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<td>11 November</td>
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<td>47</td>
<td>18 November</td>
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<tr>
<td>48</td>
<td>25 November</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>2 December</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>9 December</td>
<td>13 December T Semester ends</td>
</tr>
<tr>
<td>51</td>
<td>16 December</td>
<td></td>
</tr>
</tbody>
</table>
| 52   | 23 December| University closed
                | 25 December Christmas Day
                | 26 December Boxing Day               |
| 53   | 30 December| University closed                   |

*Note(s): Enrolment deadlines may be subject to change. Please refer to the University of Waikato Calendar online. Graduation dates were not available at the time of printing.*
### Section A: Qualifications

Provides information on all our qualifications.

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<td>Bachelor of Management Studies with Honours</td>
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<td>Bachelor of Business Analysis – Financial</td>
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<tr>
<td>Bachelor of Business Analysis with Honours – Financial</td>
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<tr>
<td>Bachelor of Electronic Commerce</td>
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<td>Bachelor of Electronic Commerce with Honours</td>
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<td>BCom as part of a Conjoint Degree</td>
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## Section B: Subjects

Provides information on careers, qualifications and papers for each of our areas of study.

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**Section C: Things You Need To Know**
Assists you to get the most of your time with us.

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<td>Department of Management Communication</td>
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Waikato Management School stands out because of our commitment to excellence and 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 with the ability to think critically and carefully and to act responsibly and ethically.

WHAT SETS US APART?

Excellence
Our goal is to become a world-renowned leading Australasian business school. The School's excellence is demonstrated by:

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.

Continuous Improvement
The pursuit of excellence includes striving to continuously improve. Waikato Management School’s accreditation activity is an example that supports this goal. The School also has in place policies, processes and projects to achieve this. One example is the Assurance of Learning project where the School sets learning objectives for its main academic programmes, designs measures to gather information about the achievement of these objectives and takes action based on the information received to improve the programmes.

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.
**WAIKATO MANAGEMENT SCHOOL**

**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. 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). The School is also committed to the United Nations Principles of Responsible Management Education (PRME).

**International Connectivity**
We have alliances with a number of international universities. Our faculty members have joined us from the best universities in the world and are our biggest asset. 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 a wide range of countries to study with us and make up a significant proportion 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 ten exchange scholarships each year, based on academic merit, for 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 look online at [www.waikato.ac.nz/international](http://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.
Admission Statute

The University of Waikato Admission Statute provides detailed 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

University Entrance is under review by NZQA. Currently, the University of Waikato will provide guaranteed entry for those students that achieve University Entrance and NCEA Level 3. A list of approved subjects and specifics of the literacy and numeracy requirements and current details for University Entrance can be found online at www.nzqa.govt.nz/qualifications-standards/awards/university-entrance/

The current University Entrance requirement is:

<table>
<thead>
<tr>
<th>NCEA LEVEL 3 (OR HIGHER) REQUIREMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 credits in an approved subject</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LITERACY AND NUMERACY REQUIREMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 credits at Level 1 or higher in Maths/Pangarau</td>
</tr>
</tbody>
</table>

The current NCEA Level 3 requirement is: 60 credits at level 3 or above, plus 20 credits from level 2 or above.

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 for full details.

Admission at Entrance Level or with Credit from Previous Study

You may be eligible for admission at Entrance Level if you:

» Have a qualification that is considered to be equivalent to University Entrance; and/or

» Have completed previous tertiary study.

Please refer to the Admission Statute for full details.
ADMISSION INFORMATION

International Students
International students are advised to visit the University International Services Office website. The website contains valuable information regarding entry requirements, courses, costs, student visas and/or permits and scholarships. Visit www.waikato.ac.nz/international

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

Postgraduate Qualifications
All international students applying for entry to a postgraduate 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+ 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 the following minimum scores are considered to be evidence of such competence: either an IELTS score of 6.0 with no less than 6.0 in any band; a TOEFL score of 550 with at least 5 on the Test of Written English or an iBT (Internet Based TOEFL) score of 79-80 with a writing score of 20 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: an IELTS score of at least 6.5 overall including at least 6.0 or better in the writing band; or a paper-based TOEFL score of 577 and a test of written English (TWE) score of 5.0; or Computer-based TOEFL score with 233 overall and a TWE of at least 5.0, or an iBT (Internet Based TOEFL) score of 90 with a Writing score of 22 is required.

Note(s): Waikato Management School reserves the right to change the above English entry criteria at any stage for both undergraduate and postgraduate qualifications. Students are advised to confirm criteria when they enrol. Students who have studied full-time at university level in English for two years or more may apply to have the English language requirements waived. For further information see www.waikato.ac.nz/international/students/prospective/english_waiver.shtml

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.
SPECIFIC PROGRAMME ADMISSION REQUIREMENTS

Undergraduate Programmes
At the time of printing if you have (or expect to gain) University Entrance then you are eligible to apply for admission to the following programmes. Guaranteed admission is only given to those students that achieve Level 3 NCEA and UE:

» 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 University Entrance and NCEA Level 3 then you are eligible to apply for admission to the:

» 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.

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

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+ grade average in the subject you intend to take for the postgraduate certificate/diploma.

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 Electronic Commerce
For the 120 point programme you have either:
- BECom(Hons)
- Postgraduate diploma in a relevant subject area

And:
- Satisfied the requirements to study at graduate level, normally a B+ grade average.

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 (see note below) you have:
- BECom, or equivalent from another university

And:
- Satisfied the requirements to study the chosen subject at graduate level, normally a B+ grade average.

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

Note(s): It is possible that this programme will change from 240 points to 180 points, however the admission requirement will not change.
Master of Management Studies
For the 120 point programme you have either:
» BMS(Hons), BBA(Hons)(Fin), BECom(Hons), BCS(Hons), BTour(Hons)
» Postgraduate diploma in the subject area you intend to take for the MMS
And a:
» B+ grade average.
For the 240 point programme (see note below) you have:
» BMS, BBA(Fin), BECom, BCS, BTour(THMgt), or equivalent from another university
And:
» Satisfied the requirements to study the chosen subject at graduate level, normally a B+ grade average.
If you wish to enrol, your first step is to consult an adviser in the Management Student Centre (MSC).

Note(s): It is possible that this programme will change from 240 points to 180 points, however the admission requirement will not change.

Master of Professional Management
The Master of Professional Management is a new proposed programme that is subject to external approval processes. If approved, the admission requirements will be as follows:
For the 180 point programme you have:
» BBA(Fin), BCS, BECom, BMS, BTour(THMgt), or equivalent from another university
And:
» Satisfied the requirements to study the chosen subject at graduate level, normally a B grade average in papers for your final year of enrolment.
For the 120 point programme you have:
» BBA(Hons)(Fin), BCS(Hons), BECom(Hons), BMS(Hons), BTour(Hons) or postgraduate diploma in a subject relevant for the MPM
And a:
» B+ grade average.
If you wish to enrol, your first step is to consult an adviser in the Management Student Centre (MSC).
ADMISSION INFORMATION

Corporate & 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:
» At least 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:
» At least five years’ relevant work experience in a managerial or related role.

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 Associate Dean of Enterprise.
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 Associate Dean of Enterprise.

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.

It may be possible for students with significant relevant professional experience to undertake a shortened programme; to be considered for admission you must have:
» A minimum of three years’ managerial experience in an organisation with an annual revenue of at least one million NZD
» Managerial responsibility for at least five staff members, or decision-making responsibility for a significant aspect of the strategy or operations of the business or organisation
» Provided two ways in which the School can verify the experience claimed. This must include the name and contact details of at least one referee that can verify your management or decision-making responsibility within the business or organisation applicable above.

Note(s): It is the applicant’s responsibility to provide the School with verifiable evidence of professional experience obtained. If there is any uncertainty about the nature of the experience then the applicant will not be offered a place in the shortened programme.
Postgraduate Diploma in Management Studies
You have either:
» A bachelors degree
» A tertiary or relevant professional qualification
And:
» At least five years’ 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.

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 Certificate in Business Research (not offered 2013)
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.
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 specifically 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 its website provides information about the office, a list of current scholarships, full regulations and applications forms. Visit: www.waikato.ac.nz/research/scholarships and click on the Application Forms link to find a comprehensive list of available scholarships and full details of the regulations.

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 Perry Charitable Trust 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.
**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.

**Buckley Scholarship**

This scholarship was established in 2010 by the late Constance Bartlett (nee Buckley) in memory of her husband John Bartlett, to support Accounting students in the Waikato Management School.

» You need to have attended secondary school in the previous year to enrolling in the Waikato Management School for your first year of full-time study.

» You need to be taking at least one paper in Accounting.

» Awarded annually on the basis of previous academic excellence and financial need.

» Has a value of $1,500.

» Applications close in March for awarding in the current year.
SCHOLARSHIPS, PRIZES AND AWARDS

UNDERGRADUATE AND POSTGRADUATE SCHOLARSHIPS

All scholarships listed below are available to New Zealand citizens or permanent residents. The Bren Low Memorial Scholarship and the Brian Smith Memorial 499/599 Scholarship are also available to International Students and the Waikato MBM Scholarship is only 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: MCOM231, MCOM233, MCOM235, MCOM292, MCOM332, MCOM333 or MCOM392.

» 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.

Chamber of Commerce Tauranga Business Scholarships
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’ 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 November.

www.management.ac.nz
Corporate & Executive Education MBA Scholarship

This scholarship has been established to assist a participant to undertake study at a masters level, namely the Master of Business Administration (MBA) in Hamilton and is awarded annually. The Scholarship is a full scholarship and covers the entire programme fees (other than any costs associated with the International Study Tour).

» You must have a tertiary or relevant professional qualification.
» Have a minimum of five years' relevant work experience at the management level.
» Be a New Zealand citizen or permanent resident of New Zealand.
» Have the support of your employer and must demonstrate you are a “potential” senior leader in the organisation.
» Demonstrate a care for community.
» Not be currently enrolled in the Postgraduate Diploma in Management Studies or MBA programme with the Waikato Management School, University of Waikato.
» Not have been a recipient of any Waikato Management School, University of Waikato scholarship awarded for the Postgraduate Diploma in Management Studies.
» Short-listed candidates may be required to outline how they expect the MBA qualification and study would positively impact on their business and the Waikato community.
» Applications normally close in February.

Ernst & Young Scholarship in Accounting

This scholarship was established to encourage and support students in the study of accounting at the University of Waikato. Ernst & Young is a global leader in assurance, tax, transaction and advisory services. The purpose of this scholarship is to provide financial and other support to a second year undergraduate accounting major student.

» You need to be a full-time student in your second year of study towards a major in Accounting.
» Awarded annually on the basis of best all-round performance at 200 level of studies, which must include ACCT231 Management Accounting: Accounting for Organisational Control; ACCT202 Intermediate Financial Accounting and MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi; and general all-round achievement and community group involvement.
» The scholarship will consist of a financial prize; an offer of two days’ work experience with the relevant Ernst & Young office; and automatic entry into the Ernst & Young assessment process (conditional on the scholarship recipient completing the relevant application form).
» Has a value of $2,000.
» Applications close in January.
SCHOLARSHIPS, PRIZES AND AWARDS

Flower Doctoral Fellowship in Economics
This scholarship was established in 2010 and is made possible solely through the personal generosity of Bill and Joan Flower.
» You must be enrolled in a full-time Doctor of Philosophy (PhD) in Economics at the Waikato Management School.
» Although all topics of research will be considered, preference will be given to applicants whose research has relevance to the following areas:
  • Population and the need for greater food production
  • New Zealand-China free trade agreement
  • New Zealand’s natural advantages in global agriculture
  • Preservation of fertile soils
  • Farmer ownership and farm labour issues, including incentives for young farmers; and/or
  • How government policy and social ideology shape New Zealand agriculture.
» Has a value of $30,000 per annum.
» Applications close 30 April.

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 certificate, 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 April, July and 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’ relevant work experience.
» You must own, or be employed by, a business or organisation that is a member of 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 November.

www.management.ac.nz
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 One of the programme and is enrolled in Part Two of the programme.
» Has a value of NZ$10,000. Half will be paid at the commencement of Part Two and the remaining portion will be paid half way through Part Two 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.

University of Waikato Taught Postgraduate Fees Scholarship
This scholarship has been introduced to support both full-time and part-time students studying at postgraduate level, primarily enrolled in coursework, rather than research papers. Preference will be given to students on a pathway to research.
» You must be undertaking 500 level studies in one of the following:
  • An honours degree, undertaken after graduation with a Bachelor degree
  • The year(s) in which 500 level papers are undertaken towards a multi-year honours degree
  • The taught components of any masters degree (for the purpose of this award, research components comprising no more than 60 points of the qualification will be deemed to be ‘taught’)
  • A postgraduate diploma or a postgraduate certificate.
» Candidates will normally apply for the Scholarship in the application round preceding the commencement of the papers for which funding is being sought.
» The value of the award will be up to $1,500 for part-time students and up to $3,000 for full-time students, and will be applied to the recipient's tuition fees in the year of tenure.
» Applications close 30 November (Round 1 – for A Semester of the following year) and 30 May (Round 2 – for B Semester of the same year).
**SCHOLARSHIPS, PRIZES AND AWARDS**

**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 One 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.
PRIZES

If you are taking one of the papers listed below, you may win a prize for your academic excellence.

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.

Note(s): Additional sponsored awards and prizes may be available in some papers.

Department of Accounting

Association of Chartered Certified Accountants Prize in Accounting for Management is 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 the paper ACCT451 Advanced Taxation 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.

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.

CPA Australia Prize in Accounting Theory is awarded to the top student of the year in the paper ACCT301 Accounting Theory and has a value of $1,000.

Jerry Rickman 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.
SCHOLARSHIPS, PRIZES AND AWARDS

New Zealand Institute of Chartered Accountants Prize in Accounting for Management is awarded to the top student in Semester A and B in the paper ACCT101 Accounting for Management and has a value of $150.

New Zealand Institute of Chartered Accountants Prize in Commercial Law is awarded to the top student of the year in the paper ACCT321 Commercial Law and has a value of $500.

New Zealand Institute of Chartered Accountants Prize in Intermediate Financial Accounting is awarded to the top student in Semester A and B in the paper ACCT202 Intermediate Financial Accounting and has a value of $150.

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.

New Zealand Institute of Chartered Accountants Prize for Top Honours Accounting is awarded to the top student of the year in the BMS(Hons) Accounting major and has a value of $500.

PricewaterhouseCoopers Prize in Financial Accounting is awarded to the top student of the year in ACCT302 Financial Accounting and has a value of $1,000.

PricewaterhouseCoopers Prize in Accounting Information Technology and Systems is awarded to the top student of the year in the paper ACCT313 Accounting Information Technology and Systems and has a value of $1,000.

PricewaterhouseCoopers Prize in Auditing is awarded to the top student of the year in the paper ACCT341 Auditing and has a value of $1,000.

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 $1,000.

Department of Economics

Bill and Joan Flower Trust Prize in Environmental Economics is awarded to the top student for the year in ECON315 Environmental and Natural Resource Economics (certain other conditions apply) and has a value of $500.

Bill and 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.

Brian Silverstone Prize in Macroeconomics is awarded to the top student in ECON501 Macroeconomics (or equivalent paper) 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 $1,000.

**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 E-Business IT Strategy in Action** is awarded to the top student for the year in the paper MSYS351 E-Business IT Strategy in Action/MSYS451 Advance E-Business: IT Strategy in Action. The prize has a value of $1,000.

**Gallagher Group Prize in Operations Management** is awarded to the top student for the year in the paper MSYS376 Operations Management/MSYS476 Advanced Operations Management. The prize has a value of $1,000.

**Gallagher Group Prize in Supply Chain Management** is awarded to the top student for the year in the paper MSYS377 Supply Chain Management/MSYS477 Advanced Supply Chain Management. The prize has a value of $1,000.

**Gallagher Group Prize in E-Business Investigation** is awarded to the top student for the year in the paper MSYS555 E-Business Investigation. The prize has a value of $1,000.

**Gallagher Group Prize in 21st Century Logistics** is awarded to the top student for the year in the paper MSYS576 21st Century Logistics. The prize has a value of $1,000.

Department of Marketing

**Westpac Prize in Marketing and International Management** is awarded to the top student for the year in MKTG151 Introduction to Marketing. 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.
SCHOLARSHIPS, PRIZES AND AWARDS

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.

The regulations include that students must have:

» Been enrolled in a WMS qualification including conjoint degrees
» Achieved a minimum overall GPA of 8
» Been selected by a selection panel as a recipient.

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 management communication 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/TedZornRegulations.pdf

The prize is a cash award of $1,000 and a suitably inscribed certificate.
PLANNING YOUR STUDY

Planning your programme effectively, especially with the help of a MSC student adviser, will help to ensure that you meet all the requirements for a qualification and/or subject. MSC student advisers are available to help you by providing programme advice, answering questions and assisting with problems. If you would like to see a MSC student adviser you will need to make an appointment either online via MyWeb MSC Bookings or at the MSC front counter.

Understanding Paper Codes

Paper codes contain information about the subject, level and timing of the paper. For example the paper **FINA311-13A(HAM)** can be broken down as shown.

<table>
<thead>
<tr>
<th>FINA</th>
<th>This is the subject code, in this case Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>311</td>
<td>This is the unique code for any given paper and the first digit always indicates the level of the paper, in this case 300 level</td>
</tr>
<tr>
<td>13A</td>
<td>This is the year and semester indicator that tells you when the paper is taught, in this case 2013 A Semester. Other semester 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.</td>
</tr>
<tr>
<td>(HAM)</td>
<td>Where the paper is taught, in this case Hamilton (HAM). Other indicators include: TGA = Tauranga NET = Internet</td>
</tr>
</tbody>
</table>

SUBJECT CODES

<table>
<thead>
<tr>
<th>ACCT</th>
<th>Accounting</th>
<th>MKTG</th>
<th>Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGRI</td>
<td>Agribusiness</td>
<td>MNGT</td>
<td>Management</td>
</tr>
<tr>
<td>ECON</td>
<td>Economics</td>
<td>MSUS</td>
<td>Management and Sustainability</td>
</tr>
<tr>
<td>EXEC/EXLD</td>
<td>Corporate &amp; Executive Education</td>
<td>MSYS</td>
<td>Management Systems</td>
</tr>
<tr>
<td>FINA</td>
<td>Finance</td>
<td>SCEN</td>
<td>Social Enterprise</td>
</tr>
<tr>
<td>HRMG</td>
<td>Human Resource Management</td>
<td>STMG</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>INMG</td>
<td>International Management</td>
<td>TOMG</td>
<td>Tourism Management</td>
</tr>
<tr>
<td>MCOM</td>
<td>Management Communication</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
OVERVIEW

PAPER VALUES – POINTS AND EFTS

Each paper is given a points value depending upon the level and size of the paper and each programme is expressed as requiring a given number of points. The table below shows the points and EFTS values for papers. One year of full-time study is considered to be equivalent to 120 points.

<table>
<thead>
<tr>
<th>PAPER LEVEL</th>
<th>EXPECTED LEARNING HOURS</th>
<th>POINTS VALUE</th>
<th>EFTS VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td>150 hours</td>
<td>15</td>
<td>0.125</td>
</tr>
<tr>
<td>200</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>300</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>400</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>500</td>
<td>150 – 300 hours</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](http://calendar.waikato.ac.nz/admission/tableoffeesandcharges.html)

Core/Compulsory Papers

A core or compulsory paper is a key paper that must be passed as part of a particular qualification or subject. Core programme papers are shown on programme planners and compulsory papers for subjects are listed in the regulation statements under the relevant subject area.

Paper Assessment Requirements

Undergraduate Papers

To be eligible to pass these papers students should normally achieve a minimum grade of D in the internal assessment and the final examination, and an overall grade of C.

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 in either or both of the Summer School semesters (T and S).

A full-time student who does not choose to study in Summer School 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 (or less) for the Master of Management Studies, Master of Electronic Commerce, Master of Professional Management

» One year for an honours qualification, certificate, diploma, graduate diploma, postgraduate diploma

» One semester for a graduate certificate, postgraduate certificate.

Corporate & Executive Education (CEE) offers its programmes in different formats including evenings or weekends. For further details please contact CEE by:

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
The regulations outlined in this publication apply to students beginning their studies in 2013. Current students who began their programme prior to 2013 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.management.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 important information regarding the School’s policies and can be accessed via your papers on MyWeb.
PROGRAMME OF STUDY AND LEARNING GOALS

Waikato Management School offers the following programmes of study:

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 as part of a conjoint degree, and can be taken at honours level. 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. Honours can be used as admission to a masters degree.

Learning Goals

For each of the above undergraduate degree programmes the School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate degrees and then each programme has a specific goal. The common goals are expressed below and the specific goals are stated within the named programme sections.

1. Commercial Context: Graduates have a broad understanding of the business environment and organisational context in which management decisions are made.
2. Connectedness: Graduates think and act globally and locally.
3. Citizenship: Graduates have developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.
4. Critical Thinking: Graduates are able to engage real-world problems in a theoretically informed, rigorous and questioning manner.
5. Communication: Graduates have excellent oral, aural, written and electronic communication skills.
6. Collaboration: Graduates have the interpersonal skills required to participate effectively within and between organisations.
OVERVIEW

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, BBA(Fin) or BTour(THMgt) 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 the following degrees:

Bachelor of Management Studies
(majoring in Accounting, Finance, Marketing, Public Relations or Tourism Management)

Bachelor of Business Analysis – Financial (majoring in Accounting or Finance)

Bachelor of Tourism – Tourism and Hospitality Management (majoring in Tourism Management).

Students who wish to major in another subject area will need to transfer to the Hamilton campus. For more information, please contact:

MANAGEMENT STUDENT CENTRE

MS1, Hamilton
Phone: +64 7 838 4303
Email: msc@waikato.ac.nz
Website: www.management.ac.nz
Facebook: www.facebook.com/waikatomanagementschool

THE UNIVERSITY OF WAIKATO AT TAURANGA

Tauranga Campus, 70 Windermere Drive, Poike, Tauranga 3112
Phone: +64 7 577 0620
Email: amkell@waikato.ac.nz
Website: www.uwt.waikato.ac.nz
Postgraduate Programmes

Postgraduate diplomas (and certificates)
Master of Management Studies
Master of Electronic Commerce

Learning Goals
The School has also set learning goals and objectives as part of its continuous improvement activity for its main postgraduate programmes. These goals are expressions of the expected outcomes for graduates who undertake our programmes. For the postgraduate diploma only the first four goals are relevant, all are relevant for the specialist masters programmes.

1. Graduates understand, and are able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the diploma/programme.
2. Graduates can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the diploma/programme.
3. Graduates can make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.
4. Graduates can effectively communicate arguments, findings and ideas informed by research within the area of the diploma/programme.
5. Graduates have a thorough understanding of the disciplinary area associated with a research topic.
6. Graduates understand a variety of relevant research methodologies and methods appropriate to the discipline.
7. Graduates can apply an appropriate research method to an investigation of a topic in a rigorous manner.

Master of Professional Management

Learning Goals
1. Graduates will have the specific skills and competencies expected of professionals in their field.
2. Graduates will be able to use research-led knowledge in their field to understand and advance professional practice.
3. Graduates will have the ability to link applied research results in their field to professional practice.
4. Graduates will have the ability to undertake applied research that contributes to professional practice in their field.
OVERVIEW

Corporate & Executive Education Main Programmes

Postgraduate Diploma in Management Studies
Master of Business Administration
Master of Business and Management

The School has set learning goals and objectives for the above programmes as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake these programmes. Common goals for each of these programmes are:

1. An ability to learn through undertaking research, analysing issues, questioning ideas and findings, and reflecting on learning achieved.
2. Well-developed communication and collaborative skills, including an ability to work in and lead teams.
3. Creative problem solving skills, including the ability to observe, diagnose, think critically and apply a systems or holistic approach to a problem.
4. The skills and understanding required for effective management, incorporating: communication and human resource skills, financial analysis and marketing skills, the ability to analyse and develop strategy, and skills in operations management.

Masters students’ expected outcomes also include:

1. Career self-management; including self-realisation, awareness of potential, and the ability to plan for education and growth.
2. A comprehensive understanding of the global business environment.
3. An understanding of the importance of, and role of business leaders in achieving sustainable success, including socially responsible business and environmental sustainability.

Additional individual programme goals are:

For the MBA:

1. An ability to lead organisations and teams.
2. An understanding of the determinants of value in organisations and the ability to build and implement value creation strategies for organisations.

For the MBM:

1. An ability to lead teams and manage change.
2. An ability to develop a proposal, plan and undertake applied business research.

For the PGDip(MgtSt):

1. An understanding of the global business environment.
2. An understanding of the role of business in achieving sustainable success, including socially responsible business and environmental sustainability.

Other Programmes

Certificates and diplomas

Graduate certificates and diplomas

For information regarding the above programmes see the named programme section, and don’t forget to check the Admission Information to see if you can apply for admission.

www.management.ac.nz
# MAJORS, SUBJECTS AND SPECIALISATIONS

## Majors

A major is the main subject(s) in which you specialise for your undergraduate degree. It is a concentration of papers that will provide in-depth knowledge within the chosen field of study. Your major will prepare you to undertake graduate study in the same field or to work in the associated profession.

Undergraduate major subjects available at Waikato Management School include:

|------------|--------------|-----------|---------------------|---------------------|---------|------------------------|---------------------------|--------------------------|-------------------------|-----------|-------------------|----------------------|----------------------|---------------------|

## Subjects

A subject is an area of study. At the postgraduate level it is normally the area in which you specialise, for example, Human Resource Management for the Master of Management Studies.

Postgraduate subjects available at Waikato Management School include:

|------------|--------------|-----------|---------------------|-------------------------------|---------|--------------------------|---------------------------|--------------------------|-------------------------|----------------|-------------------|------------------|-------------------|----------------------|

www.management.ac.nz
OVERVIEW

Specialisations

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 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.

Specialisations for Degrees

Agribusiness Specialisation for the BMS and BBA(Fin)

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 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI304 Advanced New Zealand Agribusiness

And 20 points from the following list of electives:

» AGRI302 Agribusiness Project
» AGRI305/405 Strategic Management and Marketing for Agribusiness
» AGRI306/406 Financial Analysis for Agribusiness

Note(s): This specialisation is also available for the BSc, BSc(Tech) and BCMS.

Management Education Abroad for the BMS, BBA(Fin), BECom, BCS and BTour(THMgt)

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.management.ac.nz/studentexchange or by contacting WMS International Programme, +64 7 858 5051, email mulan@waikato.ac.nz

Language Specialisations for the BMS, BBA(Fin), BECom, BCS and BTour(THMgt)

You have the opportunity to choose from the following languages: Chinese, French, German, Japanese, Spanish and Te Reo Māori. For the Chinese, French, German, Japanese and Spanish specialisations the Chairperson of the Department has discretion over enrolment in the specialisation and must approve the papers to be taken for the specialisation. Depending upon your previous experience you may be required to take 100 level prerequisite papers.
At the time of printing the following language requirements are as follows:

**Chinese Language Specialisation**
China is now the world’s third largest economy. 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

**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

**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

**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:
» JAPA231 Intermediate Japanese: Part A
» JAPA232 Intermediate Japanese: Part B
» JAPA331 Japanese 3: Part A

In order to take this specialisation, you will be required to complete the prerequisite papers JAPA131 and JAPA132.
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

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(THMgt)

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 world-wide 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(THMgt) 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
Events Management Specialisation for the BCS, BMS and BTour(THMgt)

Events are gaining importance as policy and economic development strategies at local, regional, national and international levels. The event sector has experienced rapid expansion in recent years, leading to an increased demand for graduates with this knowledge.

If you wish to take a specialisation in Events Management for your BMS, BCS or BTour(THMgt) degree then you will be required to pass 60 points above 100 level.

You must include the following papers:
- MCOM239/339 Events and Communication Management or TOST203 Tourism in Society
- TOMG309 Sustainable Events Operations and Venue Management
- TOMG404 Event Management Strategies

Note(s): This specialisation is also available for the BSpLS.

Health Communication for the BCS and BMS

The health industry is growing and has significant opportunities for research and jobs both within New Zealand and around the world. There is a need, and niche, for health communication specialists.

If you wish to take a specialisation in Health Communication for either the BCS or BMS you will be required to pass 60 points above 100 level.

You must include the following papers:
- MCOM238 Communication, Health and Wellbeing
- MCOM338 Communication Interventions
- MCOM340 Communicating Social Change

Specialisations for Subjects

You can also choose to take a specialisation 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.

A specialisation in Personal Financial Planning for the Graduate Diploma in Finance is also available for practicing financial planners and advisers. For further information on this specialisation please contact the Chairperson of Finance.
Successful business leaders need a comprehensive understanding of all of the key areas of management. The Bachelor of Management Studies is designed to give you more than just a standard commerce degree.

It’s the focus on general management that makes our Bachelor of Management Studies (BMS) stand out. Not only will you receive a solid grounding in your specialty subject, you’ll learn what makes a business perform and what creates business leaders.

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

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

Degree Planner – Bachelor of Management Studies (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>FINA201 Finance</td>
<td>HRMG241 Organisational Behaviour</td>
</tr>
<tr>
<td>MKTG191 Introduction to Marketing</td>
<td>MSYS111 Integrated Thinking: E-Business and Supply Chain Management</td>
<td>MCOM200 Management Communication</td>
<td>MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
</tr>
<tr>
<td>STAT160 Management Statistics</td>
<td>STMG191 Introduction to Management</td>
<td>100 level or above</td>
<td>100 level or above</td>
</tr>
<tr>
<td>100 level or above</td>
<td>ECON200 Macroeconomics and the Global Economy</td>
<td>300 level or above</td>
<td>300 level or above</td>
</tr>
<tr>
<td>XXXX499 OR MNGT496</td>
<td>FINA200 Business Economics and the NZ Economy</td>
<td>200 level or above</td>
<td>200 level or above</td>
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<td>300 level or above</td>
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<tr>
<td>Compulsory Papers</td>
<td>Compulsory 1st Major</td>
<td>Second Major/Specialisation/ Elective Papers</td>
<td>Compulsory Modules</td>
</tr>
</tbody>
</table>

Students are required to complete the following modules as part of their degree:

- Computer Competency
- Writing Competency
- Employment Skills

Please check Degree Regulations for further details.
Learning Goals
The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate programmes and then each programme has a specific goal. The common goals are expressed in the Overview – Programmes of Study and Learning Goals section and the specific goal is stated below.

» Graduates have an integrated understanding of management and the ability to act as a specialist in at least one area, together with a holistic appreciation of both national and international business contexts.

Degree Requirements
To complete the BMS degree you must:

» Pass all compulsory papers (see notes below)
» Complete the requirements for a first major
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes 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(s): If you are taking an Accounting major then you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to take HRMG241 as one of your elective papers. If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.
**Major Requirements**

You must select at least one of the subjects below:

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

For any of the above subjects taken as a first or second major you must:

» Pass 120 points at 200 level or above.

And include at least:

» 60 points at 300 level or above
» 40 points 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 above. If you make this choice 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 or an additional paper for your programme.

You can also choose to take a specialisation; please refer to the *Overview – Majors, Subjects and Specialisations* 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. 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.
Practical Experience

499/599 Report of an Investigation

One of the key features of the BMS degree is the core paper named 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.

Enrolment warning: Be sure to include your 499/599 in the programme of study you enrol for by the enrolment deadlines even if you do not intend to start your report until later in the year. Please be aware that the timing of your 499/599 may affect your student loan.

The 499/599 prerequisites must be completed before you can begin and you are allowed 32 weeks to complete the investigation. The 499 is available to BMS and BMS(Hons) students and the 599 is available only to BMS(Hons) students though is not compulsory to satisfy honours requirements.

Information for getting started on a 499/599 is available from the 499/599 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.management.ac.nz/499

Ethical Approval of Research

Please be aware that the University policy on Research Ethics must be abided with, please refer to the Conducting Research tab on the WMS 499 information page, see www.management.ac.nz/499 for further information.

496/596 A Management Internship: From Theory to Practice

This paper provides students with a relevant and meaningful internship experience in a professional and supporting organisation, and allows the opportunity to practise discipline knowledge in an organisational setting. Enrolment in this paper is subject to appropriate internships being available, achieving a high overall grade point average for past papers and involves a competitive process including a formal interview with the host organisation.

Assurance of Learning

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 improve its programmes.

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)
» 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.

www.management.ac.nz
BACHELOR OF MANAGEMENT STUDIES (HONS)

BACHELOR OF MANAGEMENT STUDIES WITH HONOURS

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. 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 it 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
» Submit a Portfolio of Achievement.

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 or MNGT596 A Management Internship: From Theory to Practice as part of the required 120 points at 500 level, or
» Take a 499 or MNGT496 to meet the degree requirements and then take 120 points in other 500 level papers.

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

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.

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7 or higher)
» 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.

www.management.ac.nz
**Further Study**

An average of B+ in the BMS(Hons) satisfies the admission requirements for the one year (120 point) masters programmes offered at the Waikato Management School. Please refer to the Admission Information, Specific Programme Admission Requirements, Masters Programmes section for specific information.

**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:**

1. 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
2. Add together all the 200 level values and divide the result by the number of 200 level papers completed, then multiply by 0.33
3. Add together all the 300 and 400 level values and divide the result by the number of 300 and 400 level papers completed, then multiply by 0.67
4. Add the results from 2. and 3. together
5. If the result from 4. is above 5.5 then you are eligible to apply for the BMS(Hons) degree.

**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, or msc@waikato.ac.nz

www.management.ac.nz
If numbers and their meaning are your game, then this uniquely focused programme offers you an alternative business degree to management studies.

The BBA(Fin) is a three-year degree with a particular emphasis on financial analysis. It will open career opportunities in accounting, economics, 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; 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(Fin) subject. You can study any combination of two of the three subjects, such as Accounting and Finance, or Economics and Accounting. Additionally other good second major subjects include Statistics, Mathematics or Computing.

Plus, if you choose to major in Accounting, you can use this degree as a route to meet the academic requirements for membership of the New Zealand Institute of Chartered Accountants (NZICA).
Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate programmes and then each programme has a specific goal. The common goals are expressed in the Overview – Programmes of Study and Learning Goals section and the specific goal is stated below.

» Graduates have a sound understanding of financial analysis and a specialisation (major) in at least one of the areas of accounting, economics and finance.

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) usually undertaken in the first year of study
» 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 Overview – Majors, Subjects and Specialisations section for further information.

Note(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.
BACHELOR OF BUSINESS ANALYSIS – FINANCIAL

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 or take an additional paper for your programme
» 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.

Assurance of Learning
Near the completion of your degree programme you will be required, as part of the assessment in your applied project, work experience or business applications paper, to complete a Financial Analysis and Specialist Knowledge test and a Portfolio of Achievement that will contain the best assessment work you have already completed that demonstrates your achievement of the learning goals for the programme. While these are required, they will not affect your grade in the paper that is being assessed. Full instructions will be available via the assessment item in your paper outline and should take no more than three hours work.
**BACHELOR OF BUSINESS ANALYSIS HONOURS – FINANCIAL**

The BBA(Hons)(Fin) degree provides a first year of graduate study that follows on from the BBA(Fin) 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 for admission to a masters degree.

**Degree Requirements**

To complete the BBA(Hons)(Fin) you must:

» Pass 120 points at 500 level
» Take a dissertation
» Include at least 60 points in one of the main subjects: Accounting, Economics or Finance
» Submit a Portfolio of Achievement.

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.

**Portfolio of Achievement**

Near the completion of the BBA(Hons)(Fin) you will be required to submit a Portfolio of Achievement made up by selecting your best work in the papers taken for the degree.

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.

**Class of Honours**

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 first 120 points completed including any failed papers.
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 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.

To keep up with customer demand, the BECom has been improved with a new core and a wider range of major subjects firmly placing it as a business management degree with a specialist focus for today and tomorrow’s world.

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### Degree Planner – Bachelor of Electronic Commerce (BECom)

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT101 Accounting for Management</td>
<td>MSYS219 Industry Experience 1</td>
<td>MSYS219 Industry Experience 2</td>
</tr>
<tr>
<td>MCOM102 Introduction to Communication in a Digital Age</td>
<td>MKTG151 Introduction to Marketing</td>
<td>300 level or above</td>
</tr>
<tr>
<td>MSYS111 Integrated Thinking; E-Business and Supply Chain Management</td>
<td>MSYS121 The World of Electronic Commerce</td>
<td>200 level or above</td>
</tr>
<tr>
<td>STMG191 Introduction to Management</td>
<td>MT100 (100 level or above)</td>
<td>MT100 (100 level or above)</td>
</tr>
</tbody>
</table>

Students are required to complete the following modules as part of their degree:

- Computer Competency
- Writing Competency
- Employment Skills

Please check Degree Regulations for further details.
Learning Goals
The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate programmes and then each programme has a specific goal. The common goals are expressed in the Overview – Programmes of Study and Learning Goals section and the specific goal is stated below.
» Graduates have a thorough knowledge of electronic commerce, understand the balance and interrelationship between technology and business management, and have skills to apply this knowledge in business situations.

Degree Requirements
To complete the BECom degree, you must:
» Pass all the compulsory papers
» Complete the requirements for a first major
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» 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 Overview – Majors, Subjects and Specialisations section for further information.

Note(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.
BACHELOR OF ELECTRONIC COMMERCE

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

Accounting
Applied Computing (see requirements below)
Electronic Business
Management Communication
Marketing
Public Relations
Strategic Management
Supply Chain Management

For any of the above subjects 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 or an additional paper for your programme.

You can also choose to take a specialisation: please refer to the Overview – Majors, Subjects and Specialisations 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 BECom major requirements for any subject listed above or the Second Major requirements for any subject not listed above.

Applied Computing Requirements
For a major in Applied Computing you will be required to take; COMP219 Database Practice and Experience, COMP233 Internet Applications, COMP258 Programming Usable Systems, COMP329 Database Systems, COMP333 Web Applications Development and MSYS319 Industry Experience 2.

Note(s): This major requires COMP103 as a prerequisite for COMP200 level papers. If Applied Computing is taken as a second major for the BECom then MSYS319 may be replaced with one of COMP315, COMP321 or COMP325.

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.

Practical Experience Papers
One of the attributes of the BECom is the ability to take two Industry Experience papers as part of your programme. These papers allow you to spend time in a host organisation, working alongside other employees, as well as interacting with other classmates through online discussions. These industry experience papers help you try out an industry or a job in a hands-on way, which is of great value in helping you decide on your final year papers and future career direction.

www.management.ac.nz
BACHELOR OF ELECTRONIC COMMERCE WITH HONOURS

The BECom Honours (BECom(Hons)) degree provides a bridge into further academic study that follows on from the BECom 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 BECom(Hons) you might be eligible to complete a masters degree with just one more year of study.

Degree Requirements
To complete the BECom(Hons) you must pass 120 points at 500 level and submit a Portfolio of Achievement.

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 BECom(Hons) requirements.

Any enquiries about this degree should be directed to the Management Student Centre (MSC), email msc@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

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

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.

Class of Honours
The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 first 120 points completed including any failed 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 plus 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.
Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate programmes and then each programme has a specific goal. The common goals are expressed in the Overview – Programmes of Study and Learning Goals section and the specific goal is stated below.

» Graduates have a thorough understanding of communication theory and practice. In addition to this general communication expertise, graduates will possess specialist knowledge in selected major subject areas of communication.

Degree Requirements

To complete the BCS degree, you must:

» Pass all the compulsory papers
» Complete the requirements for a first major
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» 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 Overview – Majors, Subjects and Specialisations section for further information.

Note(s): If you do not pass the WCM in your first year of study then you will be required to take a writing paper, this may require additional points to be taken for your programme.
BACHELOR OF COMMUNICATION STUDIES

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

Management Communication
Marketing
Public Relations

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 or take an additional paper for your programme.

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 Management Communication and Public Relations are able to undertake a '399 Communication Investigation in the Workplace'. This paper gives you experience in working and undertaking research in a real management environment. The 399 is taken in the B Semester of the third year of the BCS. You should consult the relevant department’s 399 Co-ordinator and you will need to complete a prerequisite paper, see the appropriate subject section paper details for further information.
BACHELOR OF COMMUNICATION STUDIES WITH HONOURS

The BCS Honours degree (BCS(Hons)) 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
» Include at least 30 points in research
» Submit a Portfolio of Achievement.

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.

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

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.

Class of Honours
The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 first 120 points completed including any failed papers.
BACHELOR OF TOURISM – TOURISM AND HOSPITALITY MANAGEMENT

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 in Tourism and its associated hospitality industry 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 informed 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. These 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, large leisure events, and in international, national and regional organisations such as: tourism boards, hotels/resorts, international tourism consultancies and historic attractions.

The Bachelor of Tourism – Tourism in Society is also available. Tourism and Hospitality Management is taken through Waikato Management School and Tourism in Society is taken through the Faculty of Arts & Social Sciences.

Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Six goals are common to all of the undergraduate programmes and then each programme has a specific goal. The common goals are expressed in the Overview – Programmes of Study and Learning Goals section and the specific goal is stated below.

» Graduates have an integrated understanding of tourism and hospitality management as an economic, business, social, cultural and environmental phenomenon and the ability to act as a specialist in tourism or hospitality management and have the skills to apply this knowledge.
# Degree Planner – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))

## Degree Requirements

To complete the BTour(THMgt) degree, you must:

- Pass all the compulsory papers (see notes below)
- Complete the requirements for a first major
- Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
- Pass a Writing Competency Module (WCM) (see notes 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(THMgt) major subjects and compulsory papers.

You can also choose to take a specialisation; please refer to the Overview – Majors, Subjects and Specialisations section for further information.

**Note(s):** It may be possible to take MNGT496 A Management Internship: From Theory to Practice in place of TOMG390. Please contact the Department of Tourism and Hospitality Management for further information. If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.
BACHELOR OF TOURISM – TOURISM AND HOSPITALITY MANAGEMENT

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.

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 & Social Sciences (FASS). 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 FASS for further information about this programme.
BACHELOR OF TOURISM WITH HONOURS

The BTour Honours degree (BTour(Hons)) 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) through WMS 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
- Submit a Portfolio of Achievement.

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(s): Other subjects are available through the Faculty of Arts & Social Sciences; please contact them for further information.

Portfolio of Achievement

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

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.

Class of Honours

The degree may be awarded with:

- First Class Honours (equivalent to a GPA of 7 or higher)
- 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 first 120 points completed including any failed papers.
CONJOINT DEGREES

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. Specific requirements for the School’s component of a conjoint degree are listed in the appropriately named sections. Visit http://calendar.waikato.ac.nz/regulations/bachelor/conjointdegrees.html
## BMS/BMS(Hons) AS PART OF A CONJOINT DEGREE

### Degree Planner – Bachelor of Management Studies (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>ACCT101 Accounting for Management</td>
<td>ECON200 Macroeconomics and the Global Economy</td>
<td>STMG391 Strategic Management</td>
<td>XXXX499* OR MNGT496*</td>
</tr>
<tr>
<td>ECON100 Business Economics and the NZ Economy</td>
<td>FINA201 Finance</td>
<td>300 level or above</td>
<td>400 level for BMS or 500 level for BMS(Hons)</td>
</tr>
<tr>
<td>MKTG151 Introduction to Marketing</td>
<td>HRMG241 Organisational Behaviour</td>
<td>300 level or above</td>
<td>400 level for BMS or 500 level for BMS(Hons)</td>
</tr>
<tr>
<td>MSYS111 Integrated Thinking: E-Business and Supply Chain Management</td>
<td>MCOM200 Management Communication</td>
<td>300 level or above</td>
<td>500 level for BMS(Hons) only</td>
</tr>
<tr>
<td>STAT160 Management Statistics</td>
<td>MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td>200 level or above</td>
<td></td>
</tr>
<tr>
<td>STMG191 Introduction to Management</td>
<td>Students are required to complete the following modules as part of their degree: » Computer Competency » Writing Competency » Employment Skills Please check Degree Regulations for further details.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **YEAR 4**
  - XXXX499* OR MNGT496*
  - 400 level for BMS or 500 level for BMS(Hons)
  - 400 level for BMS or 500 level for BMS(Hons)
  - 500 level for BMS(Hons) only

- **COMPELLING PAPERS**
- Compulsory 1st Major
- Second Major/Specialisation/Elective Papers
- Compulsory Modules

*BMS(Hons) may choose either a 499/599 or MNGT496/596; if 500 level option selected one 500 level major paper can be swapped for 400 level.
CONJOINT DEGREES

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 (see notes below)
» Complete the requirements for a first major as stated in the BMS major requirements
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes below)
» Take an Employment Skills Module (ESM)
» Submit a Portfolio of Achievement for the BMS(Hons)
» 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.

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(s): If you are taking an Accounting major then you can swap HRMG241 with ACCT231 though
you may not also count it towards your Accounting major. However, you are strongly encouraged to
complete HRMG241 as one of your elective papers.

If you do not pass the WCM in your first year of study, then you will be required to take a writing paper,
this may require additional points to be taken for your programme.

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

### Degree Planner – Bachelor of Business Analysis – Financial (BBA(Fin)) as part of a Conjoint Degree

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACCT101</strong> Accounting for Management</td>
<td><strong>ECON200</strong> Macroeconomics and the Global Economy</td>
<td>300 level or above</td>
</tr>
<tr>
<td></td>
<td><strong>FINA201</strong> Finance</td>
<td>300 level or above</td>
</tr>
<tr>
<td></td>
<td></td>
<td>300 level or above</td>
</tr>
<tr>
<td></td>
<td><strong>MATH166</strong> Management Mathematics</td>
<td>200 level or above</td>
</tr>
<tr>
<td></td>
<td><strong>MSYS111</strong> Integrated Thinking: E-Business and Supply Chain Management</td>
<td>300 level or above</td>
</tr>
<tr>
<td></td>
<td><strong>STAT160</strong> Management Statistics</td>
<td><strong>STMG191</strong> Introduction to Management</td>
</tr>
</tbody>
</table>

**Students are required to complete the following modules as part of their degree:**

- Computer Competency
- Writing Competency
- Employment Skills

Please check Degree Regulations for further details.

### 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) usually undertaken in the first year of study
- 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
- 40 points at 200 level or above in a subject(s) other than the major.

**Note(s):** *If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.*
# BECom AS PART OF A CONJOINT DEGREE

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

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACCT101</strong></td>
<td><strong>MSYS219</strong></td>
<td><strong>MSYS319</strong></td>
</tr>
<tr>
<td>Accounting for</td>
<td>200 level or</td>
<td>300 level or</td>
</tr>
<tr>
<td>Management</td>
<td>above</td>
<td>above</td>
</tr>
<tr>
<td><strong>MCOM102</strong></td>
<td><strong>200 level or</strong></td>
<td><strong>200 level or</strong></td>
</tr>
<tr>
<td>Introduction to</td>
<td>above</td>
<td>above</td>
</tr>
<tr>
<td>Digital Age</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MKTG151</strong></td>
<td><strong>200 level or</strong></td>
<td><strong>200 level or</strong></td>
</tr>
<tr>
<td>Introduction to</td>
<td>above</td>
<td>above</td>
</tr>
<tr>
<td>Marketing</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MSYS111</strong></td>
<td><strong>300 level or</strong></td>
<td><strong>200 level or</strong></td>
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<tr>
<td>Integrated</td>
<td>above</td>
<td>above</td>
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<tr>
<td>Thinking:</td>
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<tr>
<td>E-Business and</td>
<td></td>
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<tr>
<td>Supply Chain</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MSYS121</strong></td>
<td><strong>200 level or</strong></td>
<td></td>
</tr>
<tr>
<td>The World</td>
<td>above</td>
<td></td>
</tr>
<tr>
<td>of Electronic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commerce</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>STMG191</strong></td>
<td><strong>200 level or</strong></td>
<td></td>
</tr>
<tr>
<td>Introduction to</td>
<td>above</td>
<td></td>
</tr>
<tr>
<td>Management</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Students are required to complete the following modules as part of their degree:**
- Computer Competency
- Writing Competency
- Employment Skills

**Please check Degree Regulations for further details.**

## 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 first major as stated in the BECom major requirements
- Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
- 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
- 40 points at 200 level or above in a subject(s) other than the major.

**Note(s):** If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.
### 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 Computer Competency Module (CCM) usually undertaken in the first year of study
- 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(s):** 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.
## Conjoint Degrees

### BTour(THMgt) as Part of a Conjoint Degree

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

**BTour(THMgt) 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 (see notes below)
- Complete the requirements for a first major as stated in the BTour(THMgt) major requirements
- Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
- Pass a Writing Competency Module (WCM) (see notes 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(s):** It may be possible to take MNGT496 A Management Internship: From Theory to Practice in place of TOMG390. Please contact the Department of Tourism and Hospitality Management for further information.

If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points be taken for your programme.

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### Conjoint Degrees

**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

**For further details please contact Degree Regulations.**

**Students are required to complete the following modules as part of their degree:**

- Computer Competency
- Writing Competency
- Employment Skills

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**Compulsory Papers**

- TOMG101 Introduction to Tourism and Hospitality
- TOST100 Touring Places: Placing Tourism
- STMG191 Introduction to Management

**Compulsory 1st Major**

- 200 level or above
- 200 level or above
- 200 level or above
- 200 level or above

**Second Major/Specialisation/ Elective Papers**

- 300 level or above
- 300 level or above
- 300 level or above

**Compulsory Modules**

- TOMG390
- OR
- MNGT496

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**BTour(THMgt)**

- TOMG101 Introduction to Tourism and Hospitality
- TOST100 Touring Places: Placing Tourism
- STMG191 Introduction to Management
- ACCT101 Accounting for Management
- ECON100 Business Economics and the NZ Economy
- MKTG151 Introduction to Marketing
- MSYS121 The World of Electronic Commerce

**Total Points Required:**

- At least 270 points.
- At least 180 points at 200 level or above
- At least 60 points at 300 level or above.
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:

<table>
<thead>
<tr>
<th>Management</th>
<th>(Cert(Mgt))</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communication Studies</td>
<td>(Cert(CS))</td>
</tr>
<tr>
<td>Tourism</td>
<td>(Cert(Tour))</td>
</tr>
</tbody>
</table>

### Certificate Planners

<table>
<thead>
<tr>
<th>CERTIFICATE IN MANAGEMENT (Cert(Mgt))</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 level</td>
</tr>
<tr>
<td>100 level</td>
</tr>
<tr>
<td>100 level</td>
</tr>
<tr>
<td>100 level or above*</td>
</tr>
<tr>
<td>100 level or above*</td>
</tr>
<tr>
<td>100 level or above*</td>
</tr>
</tbody>
</table>

**Specialisation**

Choose from one of Electronic Commerce, Financial Analysis, or Management Studies and check Cert(Mgt) requirements for specific paper requirements.

**Elective Papers**

*If three 200 level papers have been included in the qualification then you will only be required to take seven papers.

<table>
<thead>
<tr>
<th>CERTIFICATE IN COMMUNICATION STUDIES (Cert(CS))</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 level</td>
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<td>100 level</td>
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<td>100 level</td>
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</tbody>
</table>

**Compulsory**

Select from BCS compulsory papers.

**Elective Papers**

<table>
<thead>
<tr>
<th>CERTIFICATE IN TOURISM* (Cert(Tour))</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOMG100 or TOST100</td>
</tr>
<tr>
<td>100 level</td>
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<tr>
<td>100 level</td>
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<tr>
<td>100 level</td>
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<td>100 level</td>
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<td>100 level</td>
</tr>
</tbody>
</table>

**Compulsory**

If the field chosen is Tourism and Hospitality Management, select from BTour(THMgt) compulsory papers.
CERTIFICATES AND DIPLOMAS

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.

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:

- 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 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:
» ACCT101, 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 field 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))**

### Diploma Planners

#### DIPLOMA IN MANAGEMENT (Dip(Mgt))

- **200 level**
- **200 level**
- **200 level**
- **200 level**
- **100 level or above**
- **100 level or above**

**Specialisation**

**Elective Papers**

**Compulsory Modules**

*If 100 level papers are selected you will be required to take an additional paper.*

Students are required to complete the following modules as part of their diploma:

- Computer Competency
- Writing Competency

#### DIPLOMA IN COMMUNICATION STUDIES (Dip(CS))

- **200 level***
- **200 level***
- **200 level**
- **200 level**
- **100 level or above**
- **100 level or above**

**Compulsory**

**Elective Papers**

*If 100 level papers are selected you will be required to take an additional paper.*

Select from BCS major subject papers and check Dip(CS) requirements for specific paper requirements. *At least 40 points must be from one subject area.*

#### DIPLOMA IN TOURISM (Dip(Tour))†

- **200 level**
- **200 level**
- **200 level**
- **200 level**
- **100 level or above**
- **100 level or above**

**Specialisation**

**Elective Papers**

*If 100 level papers are selected you will be required to take an additional paper.*

If the field chosen is Tourism and Hospitality Management, select from BTour(THMgt) compulsory papers.

†Optional specialisation available in Tourism Management or Hospitality Management.
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
CERTIFICATES AND DIPLOMAS

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) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) in this or a prior qualification (see note below).

Note(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

For the Electronic Commerce specialisation you must (see note below):

» Pass at least 80 points at 200 level or above
» Include MSYS111, MSYS121, and MSYS219
» Choose your remaining papers from the prescribed papers for one Bachelor of Electronic Commerce (BECom) major subject area.

Note(s): The list of prescribed papers are found by looking under the subject areas that are offered for the BECom (see the BECom section for details), finding the item Qualifications and Specific Subject Requirements, then locating the BECom requirements for that subject.

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(s): 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
» Choose from: ECON200, FINA201, HRMG241, MCOM200, MNGT221, STMG391 (see note below).

Note(s): 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 MCOM102, MCOM133 and MCOM220 (see note below).

Note(s): 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:
» Either TOMG101 or TOST101, TOMG200 and TOMG202 (see note below).

To complete the Diploma in Tourism – Hospitality Management specialisation you must include:
» Either TOMG101 or TOST100, TOMG206, TOMG216, TOMG207 and TOMG217 (see note below).

Note(s): If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from the list of prescribed papers for the Tourism Management major or the Hospitality Management major for the BTour(THMgt).
CERTIFICATES AND DIPLOMAS

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)

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

*You may select 100 level papers. This choice would mean you need more than one 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
- Gain at least 40 points in one subject area
- Include at least 40 points at 300 level or above
- 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.

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
» Gain at least 80 points from one subject area
» Include at least 80 points at 300 level or above
» Pass a Writing Competency Module (WCM) (see note on the next page)
» Meet any paper prerequisites unless a waiver is obtained.
CERTIFICATES AND DIPLOMAS

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(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

The University of Waikato at Tauranga

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)

<table>
<thead>
<tr>
<th>Subject Area</th>
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<tbody>
<tr>
<td>Accounting</td>
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<tr>
<td>Agribusiness</td>
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<tr>
<td>Business Research</td>
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<tr>
<td>Economics</td>
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<tr>
<td>Electronic Commerce</td>
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<td>Human Resource Management</td>
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<td>International Management</td>
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<td>Management and Sustainability</td>
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<tr>
<td>Management Communication</td>
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<tr>
<td>Management Studies</td>
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</tbody>
</table>

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 the 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 the next page)
CERTIFICATES AND DIPLOMAS

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.

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.

If you fail a paper then you may repeat the paper once. If you fail more than one paper, or you fail the same paper twice you will not be permitted to proceed with the certificate.

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

POSTGRADUATE DIPLOMAS

A Postgraduate Diploma represents a year of postgraduate study in a specialised professional area or in general management. Study is at an advanced level, drawing on recent research in the area or the practical management experience of participants. Having completed a postgraduate diploma it may be possible to complete a masters degree with a further year of study.

Planner – Postgraduate Diploma (PGDip)

Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity for its main postgraduate programmes. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Please see Overview – Programmes of Study and Learning Goals section for further information.
CERTIFICATES AND DIPLOMAS

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))
- 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 the next page)
- Management Systems (PGDip(MgtSys))
- Marketing (PGDip(Mrkt))
- Public Relations (PGDip(PR))
- Social Enterprise (PGDip(SocEnt))
- Strategic Management (PGDip(StratMgt))
- Tourism and Hospitality Management (PGDip(THMgt))

And:
- Pass 120 points at 500 level
- Gain at least 90 points from one subject area
- 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.

If you fail a paper or papers (worth not more than 30 points in total) you may repeat the paper, or papers, or take an alternative paper or papers with the same points value on one occasion only. A candidate who fails a paper or papers worth more than 30 points may not proceed with the diploma.

Note(s): Offered by Waikato Management School Corporate & Executive Education, please see the Corporate & Executive Education 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+ in your undergraduate papers for your chosen subject, for you to take a 500 level paper in that subject. 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 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.
MASTER OF MANAGEMENT STUDIES

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.

<table>
<thead>
<tr>
<th>Planner – Master of Management Studies (MMS')</th>
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<tbody>
<tr>
<td><strong>MNGT501</strong> OR <strong>MNGT502</strong></td>
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<tr>
<td>30 points</td>
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<tr>
<td><strong>Dissertation or Thesis</strong>**</td>
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<tr>
<td>30 points</td>
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<td><strong>500 level</strong></td>
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<td>30 points</td>
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</tbody>
</table>

*MNGT502 Research Methods in Management Studies for Economics and Finance is only available to Economics and Finance students.

**Dissertation or thesis (up to four papers).

1If 15 point papers are selected as part of this programme then extra papers will be required to complete the degree.

Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity for its main postgraduate programmes. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Please see Overview – Programmes of Study and Learning Goals section for further information.

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
- 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

www.management.ac.nz
If your admission was based upon having a BMS, BBA(Fin), BECom, BCS, BTour(THMgt), 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 above listed subjects
» Include at least a 15 point research methodology paper
» Take a directed study, 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 above.

**Note(s): 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 above listed subjects
» 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 above.

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 degree.

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 or thesis 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.

**Class of Honours**

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 for all of your papers.
The Master of Electronic Commerce (MECom) degree provides specialised postgraduate level study in electronic commerce. The MECom 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.

**Learning Goals**

The School has set learning goals and objectives as part of its continuous improvement activity for its main postgraduate programmes. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Please see Overview – Programmes of Study and Learning Goals section for further information.

**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 notes below)

» Take either MSYS592, MSYS593 or MSYS594 in the last 120 points

» Submit a Portfolio of Achievement (see notes below).

**Note(s):** This change to regulations is subject to external approval processes; if approved this will be required from 2013.

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.
» Submit a Portfolio of Achievement (see note below).

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.

Elective papers for this qualification are listed under the subject Electronic Commerce, find the item named Qualifications and Specific Subject Requirements, then locate the MECom details.

Note(s): This change to regulations is subject to external approval processes, if approved this will be required from 2013.

Portfolio of Achievement

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

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 or thesis 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.

Class of Honours

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 for all of your papers.
This brand new programme is designed to prepare you for an advanced professional role. The Master of Professional Management (MPM) is divided into three stages; Core Knowledge and Skills; Advanced Professional Knowledge and Applied Research and Professional Internship.

The first stage of the programme will build on and extend your previously gained tertiary knowledge. The second stage will help you to focus on a specialised area and will introduce you to more advanced and research-led concepts and ideas. The final stage provides you with the opportunity to apply your new knowledge and skills.

### Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity for its main postgraduate programmes. These goals are expressions of the expected outcomes for graduates who undertake our programmes. Please see Overview – Programmes of Study and Learning Goals section for further information.

### Degree Requirements

The completion requirements for this degree are dependent upon your admission criteria, though all students are required to select one of the fields below:

- Agribusiness
- Finance
- Public Relations

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**Master of Professional Management**

**Planner – Master of Professional Management (MPM)**

<table>
<thead>
<tr>
<th>Stage One</th>
<th>Stage Two</th>
<th>Stage Three</th>
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</thead>
<tbody>
<tr>
<td>Core Knowledge and Skills</td>
<td>Core Knowledge and Skills</td>
<td>Core Knowledge and Skills</td>
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<td>Core Knowledge and Skills</td>
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<td>Core Knowledge and Skills</td>
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<tr>
<td>Advanced Professional Knowledge</td>
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<td>Advanced Professional Knowledge</td>
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<td>Advanced Professional Knowledge</td>
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</table>

Stage One (60 points)  Stage Two (75 points)  Stage Three (45 points)

*This degree is subject to external approval processes; if approved it may be offered in 2013.
If your admission was based upon having a BBA(Fin), BCS, BECom, BMS, BTour(THMgt), or equivalent, then to complete the MPM degree you must:

» Pass at least 180 points at 500 level in papers prescribed for the field
» Achieve at least a B+ grade average for papers prescribed under the Core Knowledge and Skills stage (see note below)
» Submit a Portfolio of Achievement.

Note(s): A B+ grade average must be achieved to undertake papers in the Applied Research and Professional Internship (Stage Three). If a B+ average is not achieved then you may be eligible to graduate with a postgraduate certificate or postgraduate diploma, but you will not be permitted to continue with the MPM.

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

» Pass 120 points at 500 level in papers prescribed for Stage Two and Stage Three for the field
» Submit a Portfolio of Achievement.

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

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.

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.

Class of Honours

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» 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 for all of your papers.

Note(s): This degree is subject to external approval processes; if approved it may be available in 2013.
MASTER OF BUSINESS ADMINISTRATION

An internationally accredited qualification that emphasises inspirational leadership, value creation, sustainability and international connectedness – lead the field with your MBA.

The Master of Business Administration (MBA) is the most recognised management qualification in the world. Our MBA is internationally accredited by the Association of MBAs (AMBA) and is renowned for exceptional standards of character, competency, and quality content. It is designed to introduce practising middle and senior managers, business owners and entrepreneurs to research at the frontiers of knowledge and to prepare them for leadership positions in organisations in New Zealand and overseas.

The MBA curriculum at Waikato is built on five pillars: Creativity & Innovation, Leadership, Organisational Fundamentals, Strategy and Research. These five pillars provide a solid foundation to develop leadership qualities that are considered most important for a world economy that is increasingly characterised by complexity and change.

The MBA is offered in two locations – at the University of Waikato Hamilton Campus and at the Waikato-Tainui College of Research and Development in Hopuhopu. The Hopuhopu programme was created to cater for the significant growth of business with Māori interests and is delivered as a residential curriculum within a supportive kaupapa Māori environment.

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### Planner – Master of Business Administration (MBA)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXLD500</td>
<td>Management and Sustainability</td>
<td>7.5</td>
</tr>
<tr>
<td>EXLD506</td>
<td>Operations and Supply Chain Management</td>
<td>7.5</td>
</tr>
<tr>
<td>EXLD510</td>
<td>Law and Business</td>
<td>7.5</td>
</tr>
<tr>
<td>EXLD514</td>
<td>Knowledge Management</td>
<td>7.5</td>
</tr>
<tr>
<td>EXLD525</td>
<td>Managerial Economics and the Global Business Environment</td>
<td>15</td>
</tr>
<tr>
<td>EXLD526</td>
<td>Financial and Managerial Accounting</td>
<td>15</td>
</tr>
<tr>
<td>EXLD527</td>
<td>Management Communication, Negotiation and Conflict Resolution</td>
<td>15</td>
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<tr>
<td>EXLD528</td>
<td>People, Organisations and High Performance Teams</td>
<td>15</td>
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<tr>
<td>EXLD529</td>
<td>Strategy and Marketing</td>
<td>15</td>
</tr>
<tr>
<td>EXLD530</td>
<td>Integrative Paper: Identifying and Planning New Ventures</td>
<td>15</td>
</tr>
<tr>
<td>EXLD541</td>
<td>Strategic Corporate Finance</td>
<td>15</td>
</tr>
<tr>
<td>EXLD542</td>
<td>Leadership, Transformation and Growth</td>
<td>15</td>
</tr>
<tr>
<td>EXLD543</td>
<td>Business Research Methods</td>
<td>10</td>
</tr>
<tr>
<td>EXLD544</td>
<td>Major Research Project</td>
<td>30</td>
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<tr>
<td>EXLD545</td>
<td>International Business: Culture and Markets</td>
<td>15</td>
</tr>
<tr>
<td>EXLD546</td>
<td>Creativity, Enterprise and Innovation</td>
<td>10</td>
</tr>
<tr>
<td>EXLD547</td>
<td>Business Strategy, Value Creation and Execution</td>
<td>15</td>
</tr>
<tr>
<td>EXLD548</td>
<td>International Indigenous Business</td>
<td>10</td>
</tr>
<tr>
<td>EXLD553†</td>
<td>Governance, Sustainability, and Indigenous Business Development</td>
<td>15</td>
</tr>
<tr>
<td>EXLD554†</td>
<td>Governance, Sustainability, and Indigenous Business Development</td>
<td>15</td>
</tr>
</tbody>
</table>

*Alternative papers available for Hopuhopu cohort.*
Learning Goals
The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. These goals are expressed in the Overview – Programmes of Study and Learning Goals section.

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
» Pass all papers and achieve at least a B+ grade average over Part One (see note below)
» Fail no more than one paper.

Note(s): 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.

Distinction
If you achieve at least an A grade point average for your papers you may be awarded the MBA with Distinction.
POSTGRADUATE DIPLOMA IN MANAGEMENT STUDIES

Management experience is essential; build on your existing skills to release your potential and increase your ability to effectively manage.

The Waikato Postgraduate Diploma in Management Studies (PGDip(MgtSt)) is a prestigious programme renowned for its exceptional theoretical and practical qualities. The 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 (PGDip(MgtSt))

<table>
<thead>
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<td>Financial and Managerial Accounting</td>
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<td>15</td>
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Learning Goals

The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. These goals are expressed in the Overview – Programmes of Study and Learning Goals section.

Qualification Requirements

To complete the PGDip(MgtSt) you must pass 120 points at 500 level as prescribed in the planner.

Distinction

If you achieve at least an A grade point average for your papers you may be awarded the PGDip(MgtSt) with Distinction.
MASTER OF BUSINESS AND MANAGEMENT

Our specially designed Master of Business Management (MBM) is for graduate students who want to successfully enter today’s fast-changing international corporate environment.

While the MBA builds on management experience, the MBM provides comprehensive training in management that will complement your undergraduate degree from any discipline. The MBM will give you the skills and knowledge required for a wide range of management and leadership roles in a modern economy.

The MBM is designed to ensure that your learning experience is challenging and rewarding. Significant emphasis is placed on reflective learning, creative problem-solving and leadership in an international context.

<table>
<thead>
<tr>
<th>Planner – Master of Business and Management (MBM)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PART ONE</strong></td>
</tr>
<tr>
<td>EXLD500 Management and Sustainability</td>
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<tr>
<td>7.5 points</td>
</tr>
<tr>
<td>EXLD508 Business and Environmental Sustainability</td>
</tr>
<tr>
<td>7.5 points</td>
</tr>
<tr>
<td>EXLD517 Organisational Culture, Crisis and Risk</td>
</tr>
<tr>
<td>7.5 points</td>
</tr>
<tr>
<td>EXLD519 Personnel and Human Resource Management</td>
</tr>
<tr>
<td>15 points</td>
</tr>
<tr>
<td>EXLD520 Financial Analysis and Performance</td>
</tr>
<tr>
<td>15 points</td>
</tr>
<tr>
<td>EXLD521 Information and Supply Chain Management</td>
</tr>
<tr>
<td>15 points</td>
</tr>
<tr>
<td>EXLD522 Economics for Managers</td>
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<tr>
<td>15 points</td>
</tr>
<tr>
<td>EXLD523 Developing Strategic Intent</td>
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<tr>
<td>15 points</td>
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<tr>
<td>EXLD524 Strategic Marketing</td>
</tr>
<tr>
<td>15 points</td>
</tr>
<tr>
<td><strong>PART TWO</strong></td>
</tr>
<tr>
<td>EXLD545 International Business: Cultures and Markets</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD548 Commercial Law and Corporate Governance</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD549 Finance and Financial Markets</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD550 Entrepreneurship and Innovation</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD551 Sustaining Authentic Leadership</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD553 Business Research Methods</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD554 Major Research Project</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD555 Sustaining Authentic Leadership</td>
</tr>
<tr>
<td>10 points</td>
</tr>
<tr>
<td>EXLD556 Action Learning Project</td>
</tr>
<tr>
<td>30 points</td>
</tr>
<tr>
<td><strong>Learning Goals</strong></td>
</tr>
</tbody>
</table>

The School has set learning goals and objectives as part of its continuous improvement activity. These goals are expressions of the expected outcomes for graduates who undertake our programmes. These goals are expressed in the Overview – Programmes of Study and Learning Goals section.

**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 as prescribed in the planner

» Pass all papers and achieve at least a B+ grade average over Part One (see note below).

**Note(s):** 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 in the planner.

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.

**Distinction**

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

### OTHER PROGRAMMES

#### Postgraduate Certificate in Business Research (not offered 2013)

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 and the Management Student Consultant – Graduate for further details.

#### Postgraduate Certificate in Management Studies

The Postgraduate Certificate in Management Studies (PGCert(MgtSt)) utilises MBA papers to provide a short 60 point programme.

If completed, the PGCert(MgtSt) papers can sometimes be transferred to the Postgraduate Diploma in Management Studies (PGDip(MgtSt)), though you would be required to relinquish your certificate prior to graduation from the PGDip(MgtSt).

#### Postgraduate Certificate in Management

The Postgraduate Certificate in Management (PGCert(Mgt)) is only offered to corporate clients and is a flexible programme that can be designed to meet individual client needs.

### CONTACT DETAILS

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

**CORPORATE & EXECUTIVE EDUCATION**

Waikato Management School

Phone: +64 7 838 4198

Fax: +64 7 838 4675

Email: execed@waikato.ac.nz

Website: www.execed.ac.nz

www.management.ac.nz
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>
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<tbody>
<tr>
<td>Econometric Topics: Macroeconomics and Finance*</td>
<td>ECONS28</td>
<td>Yes</td>
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<td>✓</td>
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<td></td>
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<td>✓</td>
<td>✓</td>
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<tr>
<td>Microeconometrics*</td>
<td>ECONS29</td>
<td>Yes</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
<td></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>Research Methods in Management Studies for Economics and Finance*</td>
<td>MNGT502</td>
<td>Yes</td>
<td>✓</td>
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<td>✓</td>
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</tr>
</tbody>
</table>

*15 point paper only.

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 500 level Directed Study, and chairperson approval for any other level Directed Study.
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 University regulations for dissertations and thesis are found in the *University of Waikato Calendar* and the School’s policy on dissertations and theses can be viewed in the Quality Assurance Manual which is accessible to all students as a link from the electronic paper outline via your MyWeb page. 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:

<table>
<thead>
<tr>
<th>Field</th>
<th>Convenors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>Associate Professor Martin Kelly</td>
</tr>
<tr>
<td>Economics</td>
<td>Associate Professor Anna Strutt</td>
</tr>
<tr>
<td></td>
<td>Professor Mark Holmes</td>
</tr>
<tr>
<td>Finance</td>
<td>Dr Daniel Choi</td>
</tr>
<tr>
<td>Hospitality Management</td>
<td>Associate Professor Tim Lockyer</td>
</tr>
<tr>
<td>Human Resource Management</td>
<td>Professor Mark Harcourt</td>
</tr>
<tr>
<td></td>
<td>Bobbie Wisneski</td>
</tr>
<tr>
<td>International Management</td>
<td>Professor Michèle Akoorie</td>
</tr>
<tr>
<td>Management and Sustainability</td>
<td>Associate Professor Eva Collins</td>
</tr>
<tr>
<td></td>
<td>Dr Dan Marsh</td>
</tr>
<tr>
<td>Management Communication</td>
<td>Dr Nittaya Campbell</td>
</tr>
<tr>
<td></td>
<td>Dr Cheryl Cockburn-Wootten</td>
</tr>
<tr>
<td>Management Systems</td>
<td>Associate Professor Chuda Basnet</td>
</tr>
<tr>
<td>Marketing</td>
<td>Associate Professor Carolyn Costley</td>
</tr>
<tr>
<td>Public Relations</td>
<td>Dr Michèle Schoenberger-Orgad</td>
</tr>
<tr>
<td></td>
<td>Professor Juliet Roper</td>
</tr>
<tr>
<td></td>
<td>Dr Cheryl Cockburn-Wootten</td>
</tr>
<tr>
<td>Social Enterprise</td>
<td>Associate Professor Maria Humphries</td>
</tr>
<tr>
<td>Strategic Management</td>
<td>Associate Professor Eva Collins</td>
</tr>
<tr>
<td></td>
<td>Bobbie Wisneski</td>
</tr>
<tr>
<td>Tourism Management</td>
<td>Associate Professor Tim Lockyer</td>
</tr>
</tbody>
</table>
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)’ (this document is also found in the Quality Assurance Manual and available from MSC). 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. Please note that you may be required to gain ethics approval before embarking upon your research; your supervisor will be able to advise you accordingly.

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.

30 Point Dissertation (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 and would normally be about 13,000 words. 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 591 is examined by your supervisor and by another appropriately qualified person who has not been involved in the supervision process. 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 for the degree.
60 Point Dissertations (592) and 90 Point and 120 Point Theses (593, 594)

You will need to complete a research methodology paper before enrolling in any of these papers. Theses are normally only available for masters students.

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.

The University has an online resource that provides guides on finding theses, preparing theses and depositing theses in the Research Commons. It is particularly recommended that the detailed ‘Writing and Submitting a Dissertation or Thesis’ link within the online resource is consulted at an early stage. You can access this online resource at [www.waikato.ac.nz/library/study/guides/theses.shtml](http://www.waikato.ac.nz/library/study/guides/theses.shtml)

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 within the Waikato Management School: The Doctor of Philosophy (PhD), and the Master of Philosophy (MPhil).

Both degrees allow students to undertake supervised research and prove their abilities to design, conduct, and write up a major research project. The MPhil is the shortest of the two qualifications, requiring a minimum of one year of full-time study or two years part-time; the PhD takes a minimum of two years full-time and four years part-time study. Both are acquired solely through the submission of a thesis.

If you enrol for the PhD or MPhil in Waikato Management School you will work with highly respected and experienced doctoral-qualified supervisory staff. All of our staff are encouraged to publish extensively and consistently in high-level international and peer-reviewed journals, present at international conferences, and many are involved in research for industry, government, and major grant awarding bodies.

We provide a range of support to our postgraduate students. Academic support is provided by your supervisors, and all are backed by an extensive network within the wider University and School including the Pro Vice-Chancellor Postgraduate, the School's Doctoral Studies Convenor, Department Chairpersons and Department Graduate Convenors.

Financial support is also available to our students. Some scholarship may be available with the University Scholarship Office having close links with graduate administration. You will also be able to obtain financial support from your department to conduct your research, attend conferences, and purchase resources. You may also be able to take on teaching assistantship and tutoring work.

Library, database and computer resources and support provide vital access to information resources.

We also organise and encourage student participation in research seminars, departmental working papers and local and international conferences. All are important in building your investigation skills and acquiring the feedback needed to make your research outcome of the highest quality. Our Waikato Management School Student Research Conference is held on-site contributing further to the all-important ‘learning environment.’

Learning Goals

Our PhD programme is designed to achieve the following learning outcomes:

1. Independently conceive, design and carry out high-quality research in an area within the fields of management
2. Undertake and complete a substantial piece of research that makes an original, publishable contribution to knowledge in an area within the fields of management
3. Communicate research information, arguments, ideas, and analyses effectively both orally and in writing
4. Present and engage in debate about the ideas and conclusions of the research within the international community of scholars.
DOCTOR OF PHILOSOPHY

Thinking of Applying?
If you are interested in PhD or MPhil study at Waikato Management School, your first step is to access the Waikato Management School website www.management.ac.nz and explore the types of research conducted in our Departments and by our individual academic staff members. Examine how our research interests might align with your own project, and consider how studying within the Waikato Management School research community would leverage your future.

As many of our graduates can attest, you would be making a significant career move by establishing your research experience at the Waikato Management School. We are 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 School’s success and reputation.

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 B+ grade point average in the field which you are applying to study for your PhD. 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 it may be possible to take a pathway into the PhD comprising of between two and four 500 level papers.

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 below) also provide forms and information. You may also direct specific enquiries to the School’s Doctoral Studies Convenor, the Department’s Graduate Convenor, or a potential supervisor 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.
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 above website address.

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 3240
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.
DOCTOR OF PHILOSOPHY

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 written research plan and literature review together with evidence of an approved ethics plan (see below under Ethics Approval). You are also required to make an oral presentation of this research plan to a committee of your supervisors, Chairperson of your Department, and the WMS Doctoral Studies Convenor. (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. A Doctoral Assistant is available to assist students with IT related issues associated with their doctoral study. Over the course of a doctoral programme $3,000 will be available for students for course research expenses or conference presentations. 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 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

Private Bag 3105, Hamilton 3240

Phone: +64 7 856 2889 extn 4489

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 procedure for application involves 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.management.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 with ‘Attn: PhD Administrator’ in the subject line.
ACCOUNTING

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

WHY CHOOSE ACCOUNTING?
Far more than just number-crunchers, accountants often hold high-level management positions where financial control, decision-making, legal compliance and leadership skills are essential.

Accounting is a common language of business and underpins almost all business and organisational activities. 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 career choices are possible.

Learn from the best at a school where the academic requirements of the New Zealand Institute of Chartered Accountants (NZICA), CPA Australia or ACCA accountancy professional institutions can be met with an appropriate selection of papers.

Waikato Management School was rated top in New Zealand for its accounting and finance research in the Tertiary Education Commission's last assessment of tertiary research.

Accounting is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. If you are not enrolled in a bachelors degree that lists Accounting as an available subject you may still take it as a second major; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.

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

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

EMPLOYERS
» Government Departments
» Local Bodies
» Manufacturers
» Private Companies
» Public Practice
» State Owned Enterprises
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Paper Code Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA(Fin)</th>
<th>BBA(Hons)(Fin)</th>
<th>BECom</th>
<th>2nd Major for other degrees</th>
<th>GradDip(Acc)</th>
<th>PCDip(Acc)</th>
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ACCOUNTING

CONTACTS FOR ACCOUNTING

MARY LOW – UNDERGRADUATE CONVENOR
Location: MSB.3.24
Phone: +64 7 838 4466 extn 8746
Email: lai@waikato.ac.nz

MARTIN KELLY – GRADUATE CONVENOR
Location: MSB.3.36
Phone: +64 7 838 4466 extn 8653
Email: kelly@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Accounting are that you must include:

» ACCT202 Intermediate Financial Accounting (prerequisite for ACCT301)
» ACCT231 Management Accounting: Accounting for Organisational Control (see notes below)
» ACCT301 Accounting Theory or ACCT401 Advanced Accounting Theory
» ACCT302 Financial Accounting

Paper offerings can change; those listed in the table on page 103 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Current CA requirements follow this section.

Note(s): 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. If you are taking Accounting as a second major for the BMS then MNGT221 can be counted towards this major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Accounting are that you must include:

» ACCT202 Intermediate Financial Accounting (prerequisite for ACCT301)
» ACCT231 Management Accounting: Accounting for Organisational Control (see notes below)
» ACCT301 Accounting Theory or ACCT401 Advanced Accounting Theory
» ACCT302 Financial Accounting

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 103 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): 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. If you are taking Accounting as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.
Bachelor of Business Analysis – Financial (BBA(Fin))

To complete the requirements for a BBA(Fin) major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Accounting are that you must include:

» 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

Paper offerings can change; those listed in the table on page 103 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): FINA201 can be counted towards Accounting if it is your first major and you are taking a second major for this qualification.

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

To complete the requirements for the BBA(Hons)(Fin) you must pass 120 points at 500 level, include at least 60 points from one subject area and submit a Portfolio of Achievement (see the BBA(Hons)(Fin) qualification information for further details). You must also include:

» Either ACCT591 Accounting Dissertation or ACCT592 Accounting Dissertation

Paper offerings can change; those listed in the table on page 103 can be counted towards your qualification and subject.

Note(s): 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.

Bachelor of Electronic Commerce (BECom)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Accounting are that you must include:

» ACCT202 Intermediate Financial Accounting
» ACCT231 Management Accounting: Accounting for Organisational Control
» ACCT313 Accounting Information Technology and Systems
» MSYS319 Industry Experience 2 (see note below)

Paper offerings can change; those listed in the table on page 103 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Accounting as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.
Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above and include at least 60 points at 300 level or above. You must also include:

- ACCT209 Accounting and Managerial Decision Making
- Either ACCT202 Intermediate Financial Accounting or ACCT231 Management Accounting: Accounting for Organisational Control

Paper offerings can change; those listed in the table on page 103 can be counted towards your major.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow and approved programme of study which includes:

- ACCT209 Accounting and Managerial Decision Making (see notes below)

Please 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.

Paper offerings can change; those listed in the table on page 103 can be counted towards your qualification and subject.

Note(s): This paper may be waived if an approved equivalent accounting package is already held. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
**Postgraduate Diploma (PGDip)**

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department's Graduate Convenor and an adviser from the Management Student Centre 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.

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 103 can be counted towards your qualification and subject.

*Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.*

**Master of Management Studies (MMS)**

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

- Meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies (unless passed previously)
- Take a dissertation or thesis
- Submit a Portfolio of Achievement (see qualification information for further details).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 103 can be counted towards your qualification and subject.

*Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)**

Contact the Department’s Graduate Convenor.
CA REQUIREMENTS

Within the Bachelor of Management Studies degree (BMS), 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 advisers during the office hours posted on their office doors:

<table>
<thead>
<tr>
<th>Advisor</th>
<th>Office Location</th>
<th>Extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>Howard Davey</td>
<td>MSB.3.14</td>
<td>4441</td>
</tr>
<tr>
<td>Mary Low</td>
<td>MSB.3.24</td>
<td>8746</td>
</tr>
</tbody>
</table>

For those students who commenced their study prior to 2012, please see the relevant NZICA requirements on the Department of Accounting webpage. The 2012 NZICA requirements have been provided as an illustration. Please ensure you obtain the relevant year requirements brochure from the Department of Accounting or Management Student Centre.

2012 NZICA REQUIREMENTS

Students must complete three years of academic study, complete a bachelors degree (see Department of Accounting web page), and 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>Accounting Theory</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Financial Accounting</td>
<td>A</td>
</tr>
<tr>
<td>Advanced Management Accounting</td>
<td>ACCT331/431 or ACCT531</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Management Accounting</td>
<td></td>
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<tr>
<td></td>
<td>Advanced Management Accounting</td>
<td>A</td>
</tr>
<tr>
<td>Advanced Auditing and Assurance</td>
<td>ACCT341</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>Auditing</td>
<td></td>
</tr>
<tr>
<td>Compulsory Topics</td>
<td>Papers within the Institute-recognised programme at the University of Waikato</td>
<td>Classification</td>
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<tr>
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</tr>
<tr>
<td>Advanced Taxation</td>
<td>ACCT351 Taxation</td>
<td>A</td>
</tr>
<tr>
<td>Finance</td>
<td>FINA201 Finance</td>
<td>B</td>
</tr>
<tr>
<td>Economics</td>
<td>ECON100 Business Economics and the New Zealand Economy</td>
<td>B</td>
</tr>
<tr>
<td>Organisational Management</td>
<td>STMG191 or HRMG241 Introduction to Management Organisational Behaviour</td>
<td>B</td>
</tr>
<tr>
<td>Statistics</td>
<td>STAT160 Management Statistics</td>
<td>L</td>
</tr>
<tr>
<td>Accounting Information Systems</td>
<td>ACCT313 or MSYS111 Integrated Thinking: E-Business and Supply Chain Management</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>ACCT102 and ACCT231 Introductory Financial Accounting Management Accounting: Accounting for Organisational Control</td>
<td>A</td>
</tr>
<tr>
<td>Commercial Law</td>
<td>ACCT321 and ACCT322 Commercial Law or LAWS426 Commercial Transactions</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>ACCT224 and ACCT322 Law of Business Enterprises or LAWS305 Corporate Entities</td>
<td>B</td>
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<tr>
<td></td>
<td>ACCT224 and ACCT322 Legal Issues in Business and E-Commerce</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>ACCT224 and ACCT322 Law of Business Enterprise or LAWS305 Corporate Entities</td>
<td>B</td>
</tr>
</tbody>
</table>

**RESEARCH AND SUPERVISION INTERESTS**

Students interested in enrolling in a MPhil or PhD are invited to make contact in the first instance with the Co-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.

**Dr Murugesh Arunachalam**'s research interests are in accounting for sustainability, environmental and social accounting, corporate social responsibility, local authority planning and policy-making processes for sustainable development, community and stakeholder engagement in accountability and sustainable development. He focuses on qualitative research methodology (including hermeneutics and critical theorising).

**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 Charl de Villiers**' main research focus is on sustainability accounting choice by managers and regulators, but he also explores the impact of corporate governance, the accounting profession, accounting control systems, and audit fee movements.
Dr Martin Kelly’s primary research interest is ‘the use and abuse of accounting information in society’ and more specifically in the areas of management education; corporate governance; corporate social responsibility; sustainable business; philosophy of management and business ethics. Dr Kelly’s preferred research methodologies are critical theory and action research and he will consider supervising any project which involves investigating the way that reported information influences decision-making in society.

Professor Stewart Lawrence’s current research interests include sustainability and corporate responsibility practices; social capital and public sector organisations. Professor Lawrence is practiced in qualitative research methodology approaches including social constructivist (interpretive and critical) and he is prepared to supervise research in the areas of management accounting; public sector; and corporate responsibility.

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

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.

PAPER DETAILS

ACCT101-13A (HAM), 13B (HAM), 13T (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 a 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.

For Semester 13A (HAM) and 13B (HAM)

Convenor(s): Dr Mary Low

Internal assessment/Exam ratio: 1:1

For Semester 13T (HAM)

Convenor(s): Miss Linda Harold

Internal assessment/Exam ratio: 1:0

Restriction(s): ACCT209

Note(s): Enrolment in the T Semester is limited to 50 students.
ACCT102-13A (HAM), 13B (HAM), 13S (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 13A (HAM) and 13B (HAM)**
Convenor(s): Dr Umesh Sharma

**For Semester 13S (HAM)**
Convenor(s): Miss Linda Harold
Internal assessment/Exam ratio: 3:2
Restriction(s): ACCT209

ACCT202-13A (HAM), 13B (HAM), 13S (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 13A (HAM)**
Convenor(s): Dr Helen Samujh

**For Semester 13B (HAM) and 13S (HAM)**
Convenor(s): Dr 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

ACCT209-13A (HAM), 13B (HAM), 13S (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 13A (HAM) and 13B (HAM)**
Convenor(s): Dr Umesh Sharma

**For Semester 13S (HAM)**
Convenor(s): Miss Linda Harold
Internal assessment/Exam ratio: 7:3
Restriction(s): ACCT101 and ACCT102

**Note(s):** As ACCT101 is restricted with this paper it is not available to students that take ACCT101 as a compulsory paper for their degree.

MNGT221-13A (HAM), 13B (HAM)

**Business Law, Ethics, Sustainability and the Treaty of Waitangi** *(Points: 20)*

Please refer to Dean’s Office/Management
ACCT224-13A (HAM), 13A (TGA)
**Legal Issues in Business and E-Commerce (Points:20)**

This paper is intended to provide students with an appreciation of the legal issues arising from electronic commerce. 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): Ms Alison McCourt*

*Internal assessment/Exam ratio: 3:2*

*Restriction(s): MNGT221*

ACCT231-13A (HAM), 13B (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 13A (HAM)**

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

**For Semester 13B (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(s): Students taking an Accounting major within the BMS degree can swap this paper in place of HRMG241. However, if they do so then they will be unable to count it toward their Accounting major.*

ACCT301-13A (HAM), 13A (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*
ACCT302-13B (HAM), 13B (TGA), 13S (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):** AProf Grant Samkin

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

**Prerequisite(s):** ACCT202

**Note(s):** Enrolment in the S Semester (TGA) is limited to 20 students. Preference will be given to Tauranga students taking this paper for the first time, or requiring this paper to complete in S or A Semester, and then all other students. The B (TGA) offering will be delivered to Tauranga via video conference.

ACCT313-13B (HAM), 13B (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):** Ms Jackie Allen

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

**Prerequisite(s):** ACCT202 or ACCT231

**Restriction(s):** ACCT413

MSYS319-13C (NET)

**Industry Experience 2** *(Points: 20)*

Please refer to Management Systems

ACCT321-13A (HAM), 13A (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
ACCT322-13B (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): Mrs Andrea Bather  
Internal assessment/Exam ratio: 1:2  
Prerequisite(s): ACCT224 or MNGT221  
Restriction(s): ACCT422

ACCT331-13A (HAM), 13A (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): Dr Umesh Sharma  
Internal assessment/Exam ratio: 1:1  
Prerequisite(s): ACCT231  
Restriction(s): ACCT431

ACCT332-13B (HAM), 13B (TGA)  
**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

ACCT341-13A (HAM), 13A (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): Dr Vida Botes  
Internal assessment/Exam ratio: 1:1  
Prerequisite(s): ACCT202

ACCT351-13B (HAM), 13B (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.

Convenor(s): Mr Jim Ryan  
Internal assessment/Exam ratio: 1:1  
Prerequisite(s): ACCT202 or MNGT221

www.management.ac.nz
ACCT390-13A (HAM), 13A (TGA), 13B (HAM), 13B (TGA), 13C (HAM), 13C(TGA), 13S (HAM), 13S (TGA), 13Y (HAM), 13Y (TGA)

Directed Study (Points: 20)

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): As required by the Chairperson of the Accounting Department

ACCT399-13C (HAM), 13C (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(s): This paper is only available for BBA(Fin) students.

ACCT401-13A (HAM), 13A (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

ACCT407-13B (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

ACCT412-13A (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): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT202 or ACCT231 or STMG391
Restriction(s): ACCT512
ACCT422-13B (TGA)

Law of Business Enterprises \((\text{Points}: 20)\)

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): Mrs Andrea Bather
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ACCT224 or MNGT221
Restriction(s): ACCT322

ACCT431-13A (HAM), 13A (TGA)

Management Accounting \((\text{Points}: 20)\)

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): Dr Umesh Sharma
Internal assessment/Exam ratio: 3:2
Prerequisite(s): ACCT231
Restriction(s): ACCT331

ACCT490-13A (HAM), 13A (TGA), 13B (HAM), 13B (TGA), 13C (HAM), 13C (TGA), 13S (HAM), 13S (TGA), 13Y (HAM), 13Y (TGA)

Directed Study \((\text{Points}: 20)\)

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(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ACCT499-13C (HAM), 13C (TGA), 13F (HAM), 13F (TGA), 13G (HAM), 13G (TGA), 13J (HAM), 13J (TGA)

Report of an Investigation \((\text{Points}: 20)\)

Directed investigation of an approved topic, available only to students enrolled in the Bachelor of Management Studies degree.

Convenor(s): Not available at time of printing
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
ACCT501-13B (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 Helen Samujh
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301 or ACCT401

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

ACCT502-13B (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): AProf Grant Samkin
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301 or ACCT401 and ACCT302, or at the discretion of the Chairperson of Department

ACCT506-13A (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 or ACCT401

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

ACCT507-13A (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): Prof Charl de Villiers
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT301 or ACCT401 or at the discretion of the Chairperson of Department
ACCT512-13A (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): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT231 or ACCT301 or ACCT401 or STMG391
Restriction(s): ACCT412

ACCT531-13B (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 or ACCT431

ACCT541-13B (HAM)
Forensic Accounting (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): Dr Vida Botes
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT341 or equivalent, or audit experience, or at the discretion of the Chairperson of Department

ACCT551-13A (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.
Convenor(s): Mr Jim Ryan
Prof Howard Davey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ACCT351

ACCT590-13A (HAM), 13B (HAM), 13C (HAM), 13Y (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
Note(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
ACCT591-13C (HAM)
**Accounting 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

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

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ACCT592-13C (HAM)
**Accounting 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

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

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ACCT593-13C (HAM)
**Accounting 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

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

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ACCT594-13C (HAM)
**Accounting 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

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

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ACCT599-13C (HAM), 13F (HAM), 13G (HAM), 13J (HAM)
**Report of an Investigation (Points: 30)**
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) 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):* ACCT499
AGRIBUSINESS

WHY CHOOSE AGRIBUSINESS?

Agribusiness is one of New Zealand’s leading export money earners. Agribusiness combines all facets of business operations, and associated organisations that make up 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 business skills across the range of management capabilities that are relevant to the agricultural sector.

Agribusiness is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements.

Agribusiness is also available as a specialisation (see Overview – Majors, Subjects and Specialisations section for further information). If you are not enrolled in a bachelors degree that lists Agribusiness as an available subject you may still take it as a second major; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.

INTERESTS

» Agricultural Business
» Government Policy and the Agricultural Sector
» Farm Business Activities
» Marketing Agricultural Products

CAREERS

» Agribusiness Sector businesses, eg banking, accounting, manufacturing, marketing etc
» Entrepreneur in Agricultural Business
» Government Adviser
» Rural Banker

EMPLOYERS

» Agricultural Business Enterprises
» Agricultural Research Organisations
» Businesses engaging with the agribusiness sector
» Government Ministries
» Self-employed Entrepreneur
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<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(AgBus)</th>
<th>PGDip(AgBus)</th>
<th>MMS</th>
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<td>MSYS576</td>
<td>B</td>
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</tbody>
</table>

## CONTACTS FOR AGRIBUSINESS

**JANA ROWLANDS – DEPARTMENT ADMINISTRATOR**
- Location: MSB.3.38I
- Phone: +64 7 858 5009
- Email: rowlandj@waikato.ac.nz

**PROFESSOR JACQUELINE ROWARTH**
- Location: MSB.3.37
- Phone: +64 7 838 4466 extn 8456
- Email: jrowarth@waikato.ac.nz
Qualification and Specific Subject Requirements

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Agribusiness are that you must include:

- AGRI201 New Zealand Agribusiness
- AGRI202 Sustainable Agriculture
- AGRI304/404 Advanced New Zealand Agribusiness
- AGRI305/405 Strategic Management and Marketing for Agribusiness
- AGRI306/406 Financial Analysis for Agribusiness

And choose 20 points from (see note below):

- ECON306/406 International Trade and Finance
- ECON308/408 Managerial Economics and Strategy
- INMG311 The International Business Environment
- INMG317 Doing Business Internationally
- MKTG353/453 International Marketing
- MSYS377 Supply Chain Management

Paper offerings can change; those listed in the table on page 121 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Agribusiness as a second major for the BMS then MNGT221 can be counted towards this major in place of the 20 point elective paper requirement.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Agribusiness are that you must include:

» AGRI201 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI305/405 Strategic Management and Marketing for Agribusiness
» AGRI306/406 Financial Analysis for Agribusiness
» AGRI501 International Agribusiness

And choose 20 points (one paper) from:

» ECON306/406 International Trade and Finance
» ECON308/408 Managerial Economics and Strategy
» INMG311 The International Business Environment
» INMG317 Doing Business Internationally
» MKTG353/453 International Marketing
» MSYS377 Supply Chain Management
» AGRI502 Agribusiness Case Studies
» ECON539 Environmental and Resource Economics
» ECON543 Econometrics: Directed Reading
» MKTG553 International Marketing
» MSYS576 21st Century Logistics

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 121 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Agribusiness as a second major for the BMS(Hons) then MNGT221 can be counted towards this major in place of the 20 point elective paper.
Second Major for Other Degrees

Even if you are enrolled in an undergraduate degree that doesn’t list Agribusiness as a major subject you may normally still take it as a second major. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» AGRI201 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI304/AGRI404 Advanced New Zealand Agribusiness
» AGRI305/AGRI405 Strategic Management and Marketing for Agribusiness
» AGRI306/AGRI406 Financial Analysis for Agribusiness

Elective papers can be chosen from:

» ACCT209 Accounting and Managerial Decision Making
» ECON306/406 International Trade and Finance
» ECON308/408 Managerial Economics and Strategy
» INMG311 The International Business Environment
» INMG317 Doing Business Internationally
» MKTG209 Principles of Marketing
» MKGT353/453 International Marketing
» MSYS377 Supply Chain Management

Paper offerings can change; those listed in the table on page 121 can be counted towards your major.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

» AGRI201 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI304/404 Advanced New Zealand Agribusiness
» AGRI305/405 Strategic Management and Marketing for Agribusiness
» AGRI306/406 Financial Analysis for Agribusiness

And choose 20 points from:

» ECON306/406 International Trade and Finance
» ECON308/408 Managerial Economics and Strategy
» INMG311 The International Business Environment
» INMG317 Doing Business Internationally
» MKTG353/453 International Marketing
» MSYS377 Supply Chain Management

Please 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(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area.

You must follow an approved programme of study which includes:

» 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
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
» INMG501 E-Global Business: Strategic Management and Marketing
» MNGT501 Research Methods in Management Studies
» MKTG553 International Marketing
» MSYS576 21st Century Logistics

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Diploma (PGDip)
To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details).

You must follow an approved programme of study which includes:

» 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
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
» INMG501 E-Global Business: Strategic Management and Marketing
» MNGT501 Research Methods in Management Studies

Paper offerings can change; those listed in the table on page 121 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
**Master of Management Studies (MMS)**

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

- Meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies (unless passed previously)
- Take a dissertation or thesis
- Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include (unless passed previously):

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

All students may choose any additional papers from:

- AGRI590 Directed Study
- ECON504 Econometric Analysis
- ECON539 Environmental and Economic Resources
- ECON543 Econometrics: Directed Reading
- INMG501 E-Global Business: Strategic Management and Marketing
- MNGT501 Research Methods in Management Studies
- MSYS576 21st Century Logistics

Paper offerings can change; those listed in the table on page 121 can be counted towards your qualification and subject.

_Note(s):_ 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 Professional Management (MPM)**

The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However all students must:

- Submit a Portfolio of Achievement (see qualification information for further details)

The specific requirements for the field of Agribusiness were not available at the time of printing as this programme is subject to external approval processes; if approved it may be available in 2013.

**Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

The following list contains the names of the staff who are available to supervise MPhil and PhD students.

**Associate Professor Stuart Locke’s** current research interests include corporate governance and performance, small business and agribusiness finance.

**Professor Jacqueline Rowarth’s** current research interests include agricultural production systems from soil to consumer along the innovation value chain. Environment, economics, leadership and management are encompassed.

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

[www.management.ac.nz](http://www.management.ac.nz)
**New Zealand Agribusiness (Points: 20)**
This paper provides a robust understanding of the New Zealand 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): Prof Frank Scrimgeour  
Internal assessment/Exam ratio: 1:1  
Restriction(s): AGRI301

**Sustainable Agriculture (Points: 20)**
An exploration of sustainable farming philosophies. This paper covers the key determinants of sustainable agriculture and the relevance of sustainable farming practice for agribusiness decision-making.

Convenor(s): Prof Jacqueline Rowarth  
Internal assessment/Exam ratio: 1:1

**Accounting and Managerial Decision Making (Points: 20)**
Please refer to Accounting

**Principles of Marketing (Points: 20)**
Please refer to Marketing

**Advanced New Zealand Agribusiness (Points: 20)**
This paper is concerned with the governance and performance of agribusiness domestically and internationally. The impact of free-trade agreements, regulatory regimes and technological innovation may impact performance while by-passing governance structure. This paper will consider whether governance in agribusiness evolves adequately to enhance sustainable performance.

Convenor(s): Prof Frank Scrimgeour  
Internal assessment/Exam ratio: 3:2  
Prerequisite(s): AGRI201  
Restriction(s): AGRI404

**Strategic Management and Marketing for Agribusiness (Points: 20)**
This paper considers the application of strategic analysis, supply chain management and strategic marketing of agribusiness.

Convenor(s): Not available at time of printing  
Internal assessment/Exam ratio: 3:2  
Prerequisite(s): AGRI201  
Restriction(s): AGRI405
AGRI306-13B (HAM)
Financial Analysis for Agribusiness (Points:20)
This paper considers financial management, financial markets, risk analysis and business valuation as they apply in the agribusiness sector.
Convenor(s): AProf Stuart Locke
Internal assessment/Exam ratio: 1:0
Prerequisite(s): AGRI201
Restriction(s): AGRI406

ECON306-13A (HAM)
International Trade and Finance (Points:20)
Please refer to Economics

ECON308-13B (HAM)
Managerial Economics and Strategy (Points:20)
Please refer to Economics

INMG311-13A (NET)
The International Business Environment (Points:20)
Please refer to International Management

INMG317-13B (HAM)
Doing Business Internationally (Points:20)
Please refer to International Management

MKTG353-13B (HAM)
International Marketing (Points:20)
Please refer to Marketing

MSYS377-13A (HAM)
Supply Chain Management (Points:20)
Please refer to Management Systems

AGRI404-13A (HAM)
Advanced New Zealand Agribusiness (Points:20)
This paper is concerned with the governance and performance of agribusiness domestically and internationally. The impact of free-trade agreements, regulatory regimes and technological innovation may impact performance while by-passing governance structure. This paper will consider whether governance in agribusiness evolves adequately to enhance sustainable performance.
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 3:2
Prerequisite(s): AGRI201
Restriction(s): AGRI304
AGRI405-13A (HAM)
**Strategic Management and Marketing for Agribusiness** *(Points: 20)*

This paper considers the application of strategic analysis, supply chain management and strategic marketing of agribusiness.

*Convenor(s):* Not available at time of printing  
*Internal assessment/Exam ratio:* 3:2  
*Prerequisite(s):* AGRI201  
*Restriction(s):* AGRI305

AGRI406-13B (HAM)
**Financial Analysis for Agribusiness** *(Points: 20)*

This paper considers financial management, financial markets, risk analysis and business valuation as they apply in the agribusiness sector.

*Convenor(s):* AProf Stuart Locke  
*Internal assessment/Exam ratio:* 3:2  
*Prerequisite(s):* AGRI201  
*Restriction(s):* AGRI306

ECON406-13A (HAM)
**International Trade and Finance** *(Points: 20)*

Please refer to Economics

ECON408-13B (HAM)
**Managerial Economics and Strategy** *(Points: 20)*

Please refer to Economics

MKTG453-13B (HAM)
**International Marketing** *(Points: 20)*

Please refer to Marketing

AGRI499-13C (HAM)
**Report of an Investigation** *(Points: 20)*

Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

*Convenor(s):* Prof Jacqueline Rowarth  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* All 100, 200 and 300 level BMS core compulsory papers, and at least 40 points at 300 level in the area of study  
*Restriction(s):* AGRI599

AGRI501-13A (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):* Prof Jacqueline Rowarth  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisite(s):* Approval of Department Graduate Convenor
INMG501-13S (NET)

E-Global Business: Strategic Management and Marketing (Points: 30)

*Please refer to International Management*

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

*Please refer to Dean’s Office / Management*

AGRI502-13B (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):* Prof Frank Scrimgeour

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* AGRI302 or ECON308 or ECON408 or MKTG353 or STMG311/INMG311

ECON539-13A (HAM)

Environmental and Resource Economics (Points: 15)

*Please refer to Economics*

ECON543-13A (HAM)

Econometrics: Directed Reading (Points: 15)

*Please refer to Economics*

MKTG553-13A (HAM)

International Marketing (Points: 30)

*Please refer to Marketing*

MSYS576-13B (HAM)

21st Century Logistics (Points: 30)

*Please refer to Management Systems*

AGRI590-13C (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 Jacqueline Rowarth

*Internal assessment/Exam ratio:* 1:0

*Prerequisite(s):* AGRI302 or ECON308 or ECON408 or MKTG353 or STMG311/INMG311, and with the approval of the Chairperson of the Economics Department

*Note(s):* Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
AGRI591-13C (HAM)
Agribusiness Dissertation (Points: 30)
A report on the findings of a theoretical or empirical investigation.
Convenor(s): Prof Jacqueline Rowarth
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

AGRI592-13C (HAM)
Agribusiness Dissertation (Points: 60)
A report on the findings of a theoretical or empirical investigation.
Convenor(s): Prof Jacqueline Rowarth
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

AGRI593-13C (HAM)
Agribusiness Thesis (Points: 90)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor(s): Prof Jacqueline Rowarth
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

AGRI594-13C (HAM)
Agribusiness Thesis (Points: 120)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor(s): Prof Jacqueline Rowarth
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
DEAN’S OFFICE/MANAGEMENT

The School has some MNGT coded papers that you may be able to include in your programme. These papers are listed below for your convenience.

MNGT100-13B (HAM)
Management and Sustainability (Points: 15)
This paper looks at the nature and scope of sustainable development and the role of households, firms and governments in improving the quality of life for current and future generations.
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0

MNGT221-13A (HAM), 13B (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

MNGT496-13C (BLK)
A Management Internship: From Theory to Practice (Points: 20)
This paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.
Convenor(s): Mr Glyndwr Jones
Internal assessment/Exam ratio: 1:0
Prerequisite(s): A minimum B+ grade average is required. Admission is at the discretion of the Chairperson of Department

Note(s): MNGT496 may not also be counted as a major paper if taken as a BMS or BMS(Hons) compulsory paper in place of a 499/599 Report of an Investigation. Please also note that MNGT496 can only count as a major paper if the relevant Chairperson of Department has given written permission, or if it is ticked as available as a paper for the major subject.

MNGT501-13A (HAM), 13B (HAM), 13S (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): Not available at time of printing
Internal assessment/Exam ratio: 1:0

MNGT502-13A (HAM), 13S (HAM)
Research Methods in Management Studies for Economics and Finance (Points: 15)
This paper introduces students to research paradigms commonly used in research in management studies. It will develop skills in the critical evaluation of research literature, the identification of research problems, and the preparation of research proposals. Students completing the paper will develop a proposal for research in their area of interest.
Convenor(s): Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 60 points at 300 level or above in Economics or Finance
ECONOMICS

INTERESTS

» Business Economics
» Economic Analysis
» International Economics
» Policy Analysis

CAREERS

» Business Analyst
» Economics Researcher
» Economics Teacher
» Financial Analyst
» Management Consultant
» Policy Analyst and Adviser

EMPLOYERS

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

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 – for example: housing, energy, the environment and transport. Economics looks at how and why people make the best decisions to allocate scarce resources to meet their objectives.

If you gain an understanding of Economics, you’ll be able to look at the world in a different light and will make business and everyday decisions 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. 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; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.

Complementary areas of study may include Finance, Marketing, Human Resource Management, International Management, Strategic Management, Agribusiness, Electronic Commerce and Accounting.
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA</th>
<th>BBA(Hons)(Fin)</th>
<th>2nd Major for other degrees</th>
<th>GradDip(Econ)</th>
<th>PGDip(Econ)</th>
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**CONTACTS FOR ECONOMICS**

**MARIA FITZGERALD – DEPT ADMINISTRATOR**

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**QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS**

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Economics are that you must include:

» ECON202/302 Microeconomics and Business Economics  
» ECON204 Quantitative Methods for Economics and Finance  
» No more than two FINA coded papers

The Undergraduate Convenors have degree planners available to help plan your Economics major. You are encouraged to seek their advice on planning your undergraduate degree.

Paper offerings can change; those listed in the table on page 134 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Economics as a second major for the BMS then MNGT221 can be counted towards this major.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Economics are that you must include as part of your undergraduate study:

- ECON202/302 Microeconomics and Business Economics
- ECON204 Quantitative Methods for Economics and Finance
- No more than two FINA coded papers

And choose at least one paper from:

- ECON503 Long-run Macroeconomic Analysis
- ECON505 Short-run Macroeconomics Analysis
- ECON519 Microeconomic Analysis – Methods
- ECON520 Microeconomic Analysis – Theory
- ECON528 Econometric Topics: Macroeconomics and Finance
- ECON529 Microeconometrics

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 134 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Economics as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.

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

To complete the requirements for a BBA(Fin) major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Economics are that you must include:

- ECON202/302 Microeconomics and Business Economics
- ECON204 Quantitative Methods for Economics and Finance
- No more than two FINA coded papers

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

The Undergraduate Convenors have degree planners available to help plan your Economics major. You are encouraged to seek their advice on planning your undergraduate degree.

Paper offerings can change; those listed in the table on page 134 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): ECON200 can be counted towards Economics if it is your first major and you are taking a second major for this qualification.
Bachelor of Business Analysis Honours – Financial (BBA(Hons)(Fin))

To complete the requirements for the BBA(Hons)(Fin) you must pass 120 points at 500 level, include at least 60 points from one subject area, and submit a Portfolio of Achievement (see the BBA(Hons)(Fin) qualification information for further details). You must also include:

» Either ECON591 Economics Dissertation or ECON592 Economics Dissertation
» No more than one FINA coded paper

Paper offerings can change; those listed in the table on page 134 can be counted towards your qualification and subject.

Note(s): 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

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» ECON200 Macroeconomics and the Global Economy
» ECON202/302 Microeconomics and Business Economics
» ECON204 Quantitative Methods for Economics and Finance
» No more than two FINA coded papers

Paper offerings can change; those listed in the table on page 134 can be counted towards your major.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

To complete the requirements for the subject you may include no more than 20 points in FINA coded papers.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

» Either ECON200 Macroeconomics and the Global Economy or ECON202/ECON302 Microeconomics and Business Economics (see notes below)
» No more than two FINA coded papers

Please 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.

Paper offerings can change; those listed in the table on page 134 can be counted towards your major.

Note(s): This requirement may be waived if you have passed an equivalent Economics paper at another tertiary institution. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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 must follow an approved programme of study which includes at least one paper from (see notes below):

- ECON503 Long-run Macroeconomic Analysis
- ECON505 Short-run Macroeconomic Analysis
- ECON519 Microeconomic Analysis – Methods
- ECON520 Microeconomic Analysis – Theory
- ECON528 Econometric Topics: Macroeconomics and Finance
- ECON529 Microeconometrics

Paper offerings can change; those listed in the table on page 134 can be counted towards your qualification and subject.

Note(s): The above requirements are subject to Academic Board approval; if approved they will be available in 2013. 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

- Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take 30 points in recognised graduate research methodology papers, which must include
  - MNGT502 Research Methods in Management Studies for Economics and Finance and either
  - ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics
    (unless passed previously)
- Take a dissertation or thesis
- Submit a Portfolio of Achievement (see qualification information for further details).
Paper offerings can change; those listed in the table on page 134 can be counted towards your qualification and subject.

**Note(s):** 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.

**Economics**

To complete the specific requirements for the subject you must include (unless passed previously) a paper from at least two of the following three core areas:

**Macroeconomics**
- Either ECON503 Long-run Macroeconomic Analysis or ECON505 Short-run Macroeconomic Analysis

**Microeconomics**
- Either ECON519 Microeconomic Analysis – Methods or ECON520 Microeconomic Analysis – Theory

**Econometrics**
- Either ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics

**Applied Economics and Finance**

To complete the specific requirements for the subject you would normally be expected to take a balanced mixture of Economics and Finance papers and, unless passed previously, include:

- One Macroeconomic or Microeconomic paper from: ECON503 Long-run Macroeconomic Analysis, ECON505 Short-run Macroeconomic Analysis, ECON519 Microeconomic Analysis – Methods or ECON520 Microeconomic Analysis – Theory or equivalent
- One of ECON528 Econometric Topics: Macroeconomics and Finance, ECON529 Microeconometrics or equivalent
- FINA510 Financial Theory and Corporate Policy or equivalent
- FINA517 Investments, Portfolios and Financial Markets or equivalent

**Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)**

Contact the Department’s Graduate Convenor.

**PLANNING YOUR ECONOMICS MAJOR**

It is important to carefully plan the sequence of papers you complete within an Economics major and to note that some papers are offered every other year. ECON202/302 and ECON204 are compulsory for all students. Students should consider deferring one BMS level 200 core paper in order to complete ECON200, ECON202/302 and ECON204, before starting 300 level papers.

The Undergraduate Convenors have degree planners available to help plan your Economics major. You are encouraged to seek their advice on planning your undergraduate degree.
COMPLEMENTARY FIELDS OF STUDY

Economics with 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
FINA417  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/or Statistics

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 Economics and Mathematics and/or Statistics as a double major in any of the following degrees:

» Bachelor of Management Studies (or Bachelor of Management Studies with Honours)
» Bachelor of Business Analysis – Financial (or Bachelor of Business Analysis Honours – Financial)
» Bachelor of Science (or Bachelor of Science with Honours)
» Bachelor of Computing and Mathematical Sciences (or Bachelor of Computing and Mathematical Sciences with Honours).

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 wanting to major in Economics in the BSc (or BSc(Hons)) degree should also consult the Faculty of Science & Engineering for specific degree requirements. Students wanting to major in economics in the BCMS (or BCMS(Hons)) degree should also consult the Faculty of Computing & Mathematical Sciences for specific degree requirements.
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.

Law and economics is also offered at the graduate level:

ECON526  Law and Economics

Students wanting to major in Economics in the LLB (or LLB(Hons)) degree should also consult Te Piringa - Faculty of Law for specific degree requirements.

**ECONOMICS AS A SECOND MAJOR AND AS A SPECIALISATION**

Skills in economic analysis and a more complete understanding of the economic environment will complement many other majors, including: Accounting, Finance, Human Resource Management, Strategic Management, Marketing, Agribusiness, Electronic Commerce, Environmental Planning, Public Policy and Geography.

Students wanting to take Economics as a second major or specialisation in another programme should contact the Undergraduate Convenors for specific programme advice.

**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.

**Dr Michael Cameron**'s main research areas include population, health and development issues (including the social impacts of liquor outlet density, the economics of communicable diseases especially HIV/AIDS, health applications of non-market valuation, and health and development project monitoring and evaluation), population modelling and stochastic modelling, and economics education.

**Dr Graeme Doole**'s research involves the use of mathematical modelling to improve insight of how best to manage agricultural and natural systems.

**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 Gazi Hassan’s research is in the field of empirical growth economics, particularly focusing on the econometric issues arising in estimating growth models to measure the impact of external capital flows, macroeconomic volatility and real exchange rate overvaluation.

Professor Mark Holmes’ main research areas are applied macroeconomics and international finance, time-series econometrics and economics of real estate.

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 sustainable livelihoods, HIV/AIDS and the political economy of reform. Steven is also currently researching the valuation of IT start-ups.

Dr Dan Marsh’s main research interests are in environmental and natural resource economics, environmental decision-making, especially with regard to water quality and non-market valuation.

Dr Susan Olivia’s research interests include development economics, spatial econometrics and geographic information systems (GIS).

Professor Les Oxley’s main interests are in applied macroeconometrics, economic growth, economic history, cliometrics, innovation, intellectual property and energy economics.

Professor Jacques Poot’s research interests include all aspects of the economics of population (such as migration, fertility, labour force, and ageing) and especially the geographical dimension of these topics.

Professor Ric Scarpa’s research interests are in the general area of public economics; specifically environmental economics, natural resource economics and food economics. Professor Scarpa welcomes the opportunity to supervise research students working on issues related to these areas and particularly on the development of methods for nonmarket valuation; experimental economics (to resolve differences between real and hypothetical economics value statements); discrete choice modelling; demand for outdoor recreation and environmental food quality. He is practiced in quantitative economic analysis.

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

Associate Professor Anna Strutt’s research is primarily in the area of international policy analysis, including international trade agreements and impacts on poverty and the natural environment. She has particular expertise in global computable general equilibrium (GCE) modelling.

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 in economic decisions.

Dr Steven Tucker uses experimental economic methods to study research questions in the fields of industrial organisation, financial economics, and macroeconomics. His research deals with topics such as: asset market bubble formation; public goods through voluntary contributions; debt relief for developing countries and ways of allocating foreign aid.
ECON100-13A (HAM), 13A (NET), 13A (SEC), 13B (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. This paper aims to introduce students to the essential aspects of the micro- and macroeconomic environment within which individuals and businesses operate. It will provide an introduction to the key characteristics of different types of economic environments from both a business and policy perspective, the ways in which market types can be analysed, and the central issues of business strategy that are relevant in markets and in the New Zealand economy.

For Semester 13A (HAM) and 13A (NET) and 13A (SEC)
Convenors: Dr Michael Cameron
Dr Steven Lim

For Semester 13B (HAM)
Convenor(s): Dr Steven Tucker
Internal assessment/Exam ratio: 1:1

Note(s): The (NET) offering of this paper is only available to students not resident in Hamilton, and at the discretion of the Undergraduate Convenor of Economics.

ECON110-13B (HAM), 13B (NET), 13B (SEC)

Economics and Society (Points: 15)

Economics and Society provides students with an introduction to the analysis of social and policy issues from an economics perspective. We will use key economic models and simple techniques of policy analysis to develop critical thinking skills in economics. A range of policy topics are considered through an economic lens including intellectual property rights, the environment and natural resources, trade and globalisation, education policy, and health policy.

Convenor(s): Dr Michael Cameron
Internal assessment/Exam ratio: 1:0

Note(s): The (NET) offering of this paper is only available to students not resident in Hamilton, and at the discretion of the Undergraduate Convenor of Economics.

MNGT100-13B (HAM)
Management and Sustainability (Points: 15)

Please refer to Dean’s Office/Management
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 13A (HAM) and 13A (TGA)
Convenors: Dr Gazi Hassan
Internal assessment/Exam ratio: 1:1

For Semester 13B (HAM) and 13B (TGA) and 13B (WIT)
Convenor(s): Prof Les Oxley
Internal assessment/Exam ratio: 1:1

For Semester 13T (HAM)
Convenor(s): Dr Gazi Hassan
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100 or ECON110 or a merit endorsement at Level 3 in NCEA Economics, and the permission of the Undergraduate Convenor of Department

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

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. Students learn to use graphical and mathematical tools to analyse the behaviour of firms, households and other organisations in competitive markets, and under monopoly or oligopoly. This approach has a wide range of applications; for example; public policy, pricing, forecasting demand, the welfare effects of economic change, the impact of taxes and subsidies, savings and investment decisions and decisions involving risk and imperfect information.

Convenor(s): Dr Graeme Doole
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110 or a merit endorsement at Level 3 in NCEA Economics, and the permission of the Undergraduate Convenor of Department
Restriction(s): ECON302
ECON204-13B (HAM), 13B (TGA), 13S (HAM)

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 and Microsoft Excel will be used. This course is strongly recommended for students majoring in Finance.

For Semester 13B (HAM) and 13B (TGA)
Convenor(s): Prof John Gibson
Internal assessment/Exam ratio: 1:1

For Semester 13S (HAM)
Convenor(s): Dr Susan Olivia
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(s): For this paper (TGA) offering is only available for students studying at the Bay of Plenty Polytechnic.

ECON236-13B (HAM)

Comparative Economics in Global Perspective (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
Restriction(s): ECON336

ECON301-13B (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): Prof Mark Holmes
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON200
Restriction(s): ECON401 and ECON541
ECON302-13A (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. Students learn to use graphical and mathematical tools to analyse the behaviour of firms, households and other organisations in competitive markets, and under monopoly or oligopoly. This approach has a wide range of applications; for example; public policy, pricing, forecasting demand, the welfare effects of economic change, the impact of taxes and subsidies, savings and investment decisions and decisions involving risk and imperfect information.

Convenor(s): Dr Graeme Doole
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON202

ECON304-13A (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 'R' however, advanced computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.

Convenors: Prof Riccardo Scarpa
Prof John Gibson
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

ECON306-13A (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 include: 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
ECON307-13S (HAM)
Experimental and Behavioural Economics (Points: 20)

This paper is an introduction to experimental economics research methods. This course will introduce students to this popular method for testing and stimulating economic theory. The course will stress the interaction of theory and experiment, seeking to relate questions in theory of markets, games and decisions to issues in experimental design and the analysis and interpretation of results. As part of the course, students will participate as a subject in an experiment for each lecture topic in order to provide hands-on experience with modern scientific methods in the social sciences.

Convenor(s): Dr Steven Tucker
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON407

ECON308-13B (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. Topics include 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 Steven Tucker
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100, and either ECON204 or B or better in STAT160 or equivalent
Restriction(s): ECON408

ECON309-13A (HAM)
New Economics of Business (Points: 20)

This paper emphasises concepts and techniques in the economics of business strategy. Students will be exposed to real world experiences in undertaking business activities, with the aim of preparing them to analyse investment opportunities, evaluate business propositions and eventually start up their own businesses. The paper will include a wide variety of learning activities, including lectures, guest presentations and case studies.

Convenor(s): Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100
Restriction(s): ECON314, ECON318, ECON409, ECON414 and ECON418

FINA311-13A (HAM), 13A (TGA), 13T (HAM)
Corporate Finance (Points: 20)

Please refer to Finance

FINA312-13B (HAM), 13B (TGA), 13S (HAM)
Portfolios and Markets (Points: 20)

Please refer to Finance
### FINA313-13B (HAM), 13B (TGA)
#### Capital Markets  
**Points: 20**

*Please refer to Finance*

### ECON315-13B (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. It includes an examination of the economics of sustainable development, resource use, pollution control and the conservation of the environment including practical applications.

<table>
<thead>
<tr>
<th>Convenor(s):</th>
<th>Dr Dan Marsh</th>
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<tr>
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### ECON336-13B (HAM)
#### Comparative Economics in Global Perspective  
**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.

<table>
<thead>
<tr>
<th>Convenor(s):</th>
<th>Dr Sayeeda Bano</th>
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### ECON339-13A (HAM)
#### Urban and Regional Economics  
**Points: 20**

This paper analyses: economic forces that shape the internal spatial structure of urban areas and systems as a whole, economic basis of patterns of regional growth and development, and the rationale and effectiveness of regional policies followed by selected countries.

<table>
<thead>
<tr>
<th>Convenor(s):</th>
<th>Prof Jacques Poot</th>
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<td>Prerequisite(s):</td>
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### ECON390-13A (HAM), 13B (HAM), 13S (HAM)
#### Directed Study  
**Points: 20**

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

<table>
<thead>
<tr>
<th>Convenor(s):</th>
<th>Dr Michael Cameron</th>
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<td>Prerequisite(s):</td>
<td>ECON100 and the permission of the Undergraduate Convenor and 60 points above 100 level in Economics</td>
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**Note(s):** Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
ECON399-13C (HAM)

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

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

**Convenor(s):** Dr Gazi Hassan

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

**Prerequisite(s):** ECON204 and at the discretion of the ECON399 Convenor

**Restriction(s):** ACCT399 and FINA399

**Note(s):** This paper is only available to students enrolled in the BBA (Fin).

ECON401-13B (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):** Prof Mark Holmes

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

**Prerequisite(s):** ECON200

**Restriction(s):** ECON301 and ECON541

ECON404-13A (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 including the more common statistical methods of estimation used in quantitative economics. Practical applications are emphasised. The computer package used in this paper is ‘R’ however, advanced computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.

**Convenors:** Prof Riccardo Scarpa

Prof John Gibson

**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

ECON406-13A (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 include: 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
ECON407-13S (HAM)
Experimental and Behavioural Economics (Points: 20)

This paper is an introduction to experimental economics research methods. This course will introduce students to this popular method for testing and stimulating economic theory. The course will stress the interaction of theory and experiment, seeking to relate questions in theory of markets, games and decisions to issues in experimental design and the analysis and interpretation of results. As part of the course, students will participate as a subject in an experiment for each lecture topic in order to provide hands-on experience with modern scientific methods in the social sciences.

Convenor(s): Dr Steven Tucker
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON307

ECON408-13B (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. Topics include 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 Steven Tucker
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100, and either ECON204 or B or better in STAT160 or equivalent
Restriction(s): ECON308

ECON409-13A (HAM)
New Economics of Business (Points: 20)

This paper emphasises concepts and techniques in the economics of business strategy. Students will be exposed to real world experiences in undertaking business activities, with the aim of preparing them to analyse investment opportunities, evaluate business propositions, and eventually start up their own businesses. The paper will include a wide variety of learning activities, including lectures, guest presentations and case studies.

Convenor(s): Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON100
Restriction(s): ECON309, ECON314, ECON318, ECON414 and ECON418

ECON415-13B (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. It includes an examination of the economics of sustainable development, 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

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International Corporate Finance (Points: 20)

Please refer to Finance

ECON439-13A (HAM)

Urban and Regional Economics (Points: 20)

This paper analyses: economic forces that shape the internal spatial structure of urban areas and systems as a whole, economic basis of patterns of regional growth and development, and the rationale and effectiveness of regional policies followed by selected countries.

Convenor(s): Prof Jacques Poot
Internal assessment/Exam ratio: 1:1
Prerequisite(s): ECON100 or ECON110
Restriction(s): ECON339

ECON490-13A (HAM), 13B (HAM), 13S (HAM)

Directed Study (Points: 20)

Topic to be advised

Convenor(s): Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisite(s): Entry is at the discretion of the Chairperson of Department and 60 points above 100 level in Economics

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

ECON499-13C (HAM), 13E (HAM), 13L (HAM), 13M (HAM)

Report of an Investigation (Points: 20)

BMS students are required to undertake an economic investigation in an organisation outside the University (e.g. a firm or government department) and report their findings. Ideally the problem investigated will involve economic methodology and techniques studied at the undergraduate level. In some cases students can undertake an investigation within the University using library resources.

Convenor(s): Dr Gazi Hassan
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 Economics
Restriction(s): ECON599

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

MNGT502-13A (HAM), 13S (HAM)

Research Methods in Management Studies for Economics and Finance (Points: 15)

Please refer to Dean’s Office/Management
ECON503-13A (HAM)

**Long-run Macroeconomic Analysis** *(Points: 15)*

This paper covers selected aspects of long-run macroeconomic theory, structural policy and evidence. The topics include economic growth (Solow and endogenous growth models) and structural unemployment (efficiency wage and trade union models).

**Convenor(s):** Prof Mark Holmes  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON200, ECON204 and either ECON202 or at least 20 points at 300 level or above in Economics  
**Restriction(s):** ECON501 and ECON541

ECON505-13B (HAM)

**Short-run Macroeconomic Analysis** *(Points: 15)*

This paper covers selected aspects of short-run macroeconomic theory, stabilisation policy and evidence. The topics include the behaviour of investment and consumption, inflation and unemployment, modelling business cycles, open economy macroeconomics.

**Convenor(s):** Prof Mark Holmes  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON200, ECON204 and either ECON202 or at least 20 points at 300 level or above in Economics  
**Restriction(s):** ECON501 and ECON541

FINA506-13B (HAM)

**Finance Theory** *(Points: 15)*

*Please refer to Finance*

ECON519-13A (HAM)

**Microeconomic Analysis – Methods** *(Points: 15)*

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. Key mathematical concepts will be developed or reviewed.

**Convenor(s):** AProf John Tressler  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON202 or ECON302 and either ECON204 or at least 40 points at 300 level or above in Economics  
**Restriction(s):** ECON502 and ECON542

ECON520-13B (HAM)

**Microeconomic Analysis – Theory** *(Points: 15)*

This paper focusses on the application of micro-economic analysis including consumer theory, risk and information economics, the economics of production and costs, the theory of the firm and of markets, and general equilibrium theory.

**Convenor(s):** AProf John Tressler  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** ECON202 or ECON302 and either ECON204 or at least 40 points at 300 level or above in Economics  
**Restriction(s):** ECON502 and ECON542
ECON526-13A (HAM)
Law and Economics *(Points: 15)*

This module will apply microeconomic analysis to selected areas of law including property law, contact law, tort, criminal law and international law.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): At least 40 points at 200 level or above in Economics

ECON528-13B (HAM)
Econometric Topics: Macroeconomics 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 Les Oxley
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON204 and 20 points at 300 level or above in Economics
Restriction(s): ECON504

ECON529-13T (HAM)
Microeconometrics *(Points: 15)*

The purpose of this paper is to provide students with skills in microeconometrics that should enable them to carry out a wide range of empirical analyses using either cross-sectional or panel data on individuals, households or firms. Topics covered include: Maximum Likelihood Estimation; Instrumental Variables and Generalised Method of Moments Estimation; Discrete Choice Models; Limited Dependent Variable Models; Panel and Survey Data; Non- and Semi-parametric Models: Propensity Score Matching and Evaluation Methods.

Convenor(s): Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisite(s): One of ECON304, ECON404, ECON528, ECON543 or equivalent
Restriction(s): ECON504

ECON530-13B (HAM)
Topics in Development Economics *(Points: 15)*

This module introduces students to current research in the economics of development, and aims to familiarise students in the use of techniques for modelling development issues at both the macro and micro levels. It will involve a combination of lectures on key issues in the microeconomics of development and practical workshops which apply the theory learned and develops techniques of analysis and evaluation. Practical exercises will make use of actual and simulated data from developing countries. Students will also be expected to engage with the latest literature in development economics.

Convenor(s): Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisite(s): At least 40 points at 200 level or above in Economics
ECONOMICS

ECON531-13B (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 and (ECON306 or ECON406) or at least 40 points at 300 level or above in Economics

ECON539-13A (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

ECON543-13A (HAM)
Econometrics: Directed Reading (Points: 15)

This postgraduate module in econometrics is for students who have not included an advanced paper in econometrics in their undergraduate degree and covers multiple regression, model specification, multicollinearity and dummy variables, heteroscedasticity, serial correlation, dynamic models and forecasting.

Convenors: Prof Riccardo Scarpa
Prof John Gibson
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

ECON552-13A (HAM)
Applied General Equilibrium Analysis (Points: 15)

The paper introduces and applies general equilibrium modelling, particularly to international trade issues. Students will have the opportunity to use real-world data and sophisticated global models in their assignments.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON202
Restriction(s): ECON517

ECON589-13A (HAM), 13B (HAM), 13S (HAM)
Directed Study (Points: 15)

Selected topics may be available. Please discuss these with the Graduate Convenor.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): Permission of the Graduate Convenor

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ECON590-13A (HAM), 13B (HAM), 13C (HAM), 13S (HAM), 13Y (HAM)

Directed Study (Points: 30)

Selected topics may be available. Please discuss these with the Graduate Convenor.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): Permission of the Graduate Convenor

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

ECON591-13C (HAM)

Economics Dissertation (Points: 30)

A report on the findings of a theoretical or empirical investigation.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON592-13C (HAM)

Economics Dissertation (Points: 60)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON593-13C (HAM)

Economics Thesis (Points: 90)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON594-13C (HAM)

Economics Thesis (Points: 120)

Students enrolling in this paper should have a B+ grade average or better.

Convenor(s): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON599-13C (HAM), 13E (HAM), 13L (HAM), 13M (HAM)

Report of an Investigation (Points: 30)

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): AProf Anna Strutt
Internal assessment/Exam ratio: 1:0

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

Prerequisite(s): All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in Economics

Restriction(s): ECON499
ELECTRONIC BUSINESS

INTERESTS

» Business Process Re-engineering
» Electronic Commerce
» Information Systems Management
» Information Technology
» Project Management
» Technology Management

CAREERS

» Business Analyst
» Electronic Business Consultant
» Electronic Business Manager
» Project Manager
» Systems Developer
» Web Systems Project Manager

EMPLOYERS

» Government Departments
» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Medium Sized Domestic Companies

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 co-ordination between these departments and people. A good electronic business systems manager can change that by gathering and distributing data more efficiently, and therefore influencing strategic decision-making.

With the growth in electronic business and with 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 is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.
AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
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<th>BECom</th>
<th>2nd Major for other degrees</th>
<th>GradDip(EBus)</th>
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</tr>
</tbody>
</table>

CONTACTS FOR ELECTRONIC BUSINESS

STUART DILLON – CHAIRPERSON, DEPARTMENT OF MANAGEMENT SYSTEMS
Location: MS8.G.04
Phone: +64 7 838 4466 extn 4234
Email: stuart@waikato.ac.nz

KATHY OOI – DEPARTMENT ADMINISTRATOR
Location: MS8.G.01
Phone: +64 7 838 4466 extn 4561
Email: kooi@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Electronic Business are that you must include:

» MSYS212 Smart Technologies and Online Social Media

» Either MSYS351 E-Business: IT Strategy in Action or MSYS451 Advanced E-Business: IT Strategy in Action

» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

Paper offerings can change; those listed in the table on page 157 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

*Note(s): If you are taking Electronic Business as a second major for the BMS then MNGT221 can be counted towards this major.*

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

You must also meet the specific requirements prescribed for any subject.

The specific requirements for Electronic Business are that you must include:

» MSYS212 Smart Technologies and Online Social Media

» Either MSYS351 E-Business: IT Strategy in Action or MSYS451 Advanced E-Business: IT Strategy in Action

» Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

» MSYS555 E-Business Investigation

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 157 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

*Note(s): If you are taking Electronic Business as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.*

**Bachelor of Electronic Commerce (BECom)**

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.
The specific requirements for Electronic Business are that you must include:

- MSYS212 Smart Technologies and Online Social Media
- MSYS319 Industry Experience 2 (see note below)
- MSYS351 E-Business: IT Strategy in Action
- MSYS358 E-Business Implementation

Paper offerings can change; those listed in the table on page 157 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Electronic Business as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.

### Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

- MSYS212 Smart Technologies and Online Social Media
- Either MSYS351 E-Business: IT Strategy in Action or MSYS451 Advanced E-Business: IT Strategy in Action
- Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

Paper offerings can change; those listed in the table on page 157 can be counted towards your major.

### Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

### Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

- MSYS212 Smart Technologies and Online Social Media
- Either MSYS351 E-Business: IT Strategy in Action or MSYS451 Advanced E-Business: IT Strategy in Action
- Either MSYS358 E-Business Implementation or MSYS458 Advanced E-Business Implementation

Please meet with the 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 Graduate Convenor.

Paper offerings can change; those listed in the table on page 157 can be counted towards your qualification and subject.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
ELECTRONIC BUSINESS

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)

Contact the Graduate Convenor.

RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.

PAPER DETAILS

MSYS212-13B (HAM)
Smart Technologies and Online Social Media *(Points:20)*

Please refer to *Management Systems*

MSYS221-13B (HAM), 13S (NET)
Electronic Commerce Overview *(Points:20)*

Please refer to *Management Systems*

MSYS319-13C (NET)
Industry Experience 2 *(Points:20)*

Please refer to *Management Systems*

MSYS335-13A (HAM)
Managerial Decision Making *(Points:20)*

Please refer to *Management Systems*

MSYS351-13A (HAM)
E-Business: IT Strategy in Action *(Points:20)*

Please refer to *Management Systems*

MSYS358-13B (HAM)
E-Business Implementation *(Points:20)*

Please refer to *Management Systems*

MSYS365-13B (HAM)
Business Analysis and Consultancy *(Points:20)*

Please refer to *Management Systems*

MSYS366-13A (HAM)
Project Management *(Points:20)*

Please refer to *Management Systems*
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<tr>
<th>Course Code</th>
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<th>Points</th>
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WHY CHOOSE ELECTRONIC COMMERCE?

Welcome to your business future. In a wireless, always connected world, the cutting edge of business is 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 THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
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<th>PGDip(ECom)</th>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Electronic Commerce with Honours (BECom(Hons))**

To complete the requirements for the BECom(Hons) you must pass 120 points at 500 level, submit a Portfolio of Achievement (see BECom(Hons) qualification information for further details) and include:

- MNGT501 Research Methods in Management Studies
- MSYS591 Dissertation (from a subject area available to the undergraduate degree)

And choose 60 points from:

- ACCT513 Virtual Accounting Systems
- ECON528 Econometric Topics: Macroeconomics and Finance
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- MCOM585 Public Relations: Context and Applications
- MKTG552 Advanced Advertising Strategy
- MSYS555 E-Business Investigation
- MSYS558 Contemporary Issues in E-Business
- MSYS577 E-Enabled Agile Supply Chains
- INMG501 E-Global Business: Strategic Management and Marketing
- STMG512 Strategic Innovation
- STMG524 Entrepreneurship, Theory and Practice

Paper offerings can change; those listed in the table on page 163 can be counted towards your qualification. The Qualification Convenor may approve substitutions of papers from the list of possible electives.
Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

- MSYS221 Electronic Commerce Overview
- ACCT224 Legal Issues in Business and E-Commerce
- MCOM337 Advertising, Branding and Identity.com
- STMG346/STMG446 Managing Innovation

And choose 40 points from:

- ECON309/409 New Economics of Business
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Project Management
- MSYS351 E-Business: IT Strategy in Action
- MSYS451 Advanced E-Business: IT Strategy in Action
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management
- STMG324/424 Entrepreneurship and Innovation

Please meet with the 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 Graduate Convenor.

Paper offerings can change; those listed in the table on page 163 can be counted towards your qualification and subject.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Graduate Convenor and an adviser from the Management Student Centre 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 Graduate Convenor.

You must follow an approved programme of study which includes:

» MNGT501 Research Methods in Management Studies
» MSYS591 Dissertation

And choose 60 points from:

» ACCT513 Virtual Accounting Systems
» ECON528 Econometric Topics: Macroeconomics and Finance
» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios
» MCOM585 Public Relations: Context and Applications
» MKTG552 Advanced Advertising Strategy
» MSYS555 E-Business Investigation
» MSYS558 Contemporary Issues in E-Business
» MSYS577 E-Enabled Agile Supply Chains
» INMG501 E-Global Business: Strategic Management and Marketing
» STMG512 Strategic Innovation
» STMG524 Entrepreneurship, Theory and Practice

Paper offerings can change; those listed in the table on page 163 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Electronic Commerce (MECom)

The completion requirements for the MECom are dependent upon your admission criteria; please see the MECom qualification information for further details.

There are no compulsory subject requirements for this qualification, but electives may be chosen from:

» ACCT513 Virtual Accounting Systems
» ECON528 Econometric Topics: Macroeconomics and Finance
» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios
» INMG501 E-Global Business: Strategic Management and Marketing
» MCOM585 Public Relations: Context and Applications
» MKTG552 Advanced Advertising Strategy
» MSYS555 E-Business Investigation
» MSYS558 Contemporary Issues in E-Business
» MSYS577 E-Enabled Agile Supply Chains
» STMG512 Strategic Innovation
» STMG524 Entrepreneurship, Theory and Practice
Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)

Contact the 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.

Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.

PAPER DETAILS

MSYS221-13B (HAM), 13S (NET)
Electronic Commerce Overview (Points:20)

Please refer to Management Systems

ACCT224-13A (HAM), 13A (TGA)
Legal Issues in Business and E-Commerce (Points:20)

Please refer to Accounting

ECON309-13A (HAM)
New Economics of Business (Points:20)

Please refer to Economics

STMG324-13B (HAM), 13B (TGA)
Entrepreneurship and Innovation (Points:20)

Please refer to Strategic Management

MCOM337-13A (HAM)
Advertising, Branding and Identity Online (Points:20)

Please refer to Management Communication

MSYS351-13A (HAM)
E-Business: IT Strategy in Action (Points:20)

Please refer to Management Systems

MSYS358-13B (HAM)
E-Business Implementation (Points:20)

Please refer to Management Systems

MSYS365-13B (HAM)
Business Analysis and Consultancy (Points:20)

Please refer to Management Systems
ELECTRONIC COMMERCE

MSYS366-13A (HAM)
Project Management (Points: 20)
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ACCT390-13A (HAM), 13A (TGA), 13B (HAM), 13B (TGA), 13S (HAM), 13S (TGA), 13Y (HAM), 13Y (TGA)
Directed Study (Points: 20)
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ECON409-13A (HAM)
New Economics of Business (Points: 20)
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STMG424-13B (HAM), 13B (TGA)
Entrepreneurship and Innovation (Points: 20)
Please refer to Strategic Management

MSYS451-13A (HAM)
Advanced E-Business: IT Strategy in Action (Points: 20)
Please refer to Management Systems

MSYS458-13B (HAM)
Advanced E-Business Implementation (Points: 20)
Please refer to Management Systems

MSYS465-13B (HAM)
Advanced Business Analysis and Consultancy (Points: 20)
Please refer to Management Systems

MSYS466-13A (HAM)
Advanced Project Management (Points: 20)
Please refer to Management Systems

INMG501-13S (NET)
E-Global Business: Strategic Management and Marketing (Points: 30)
Please refer to International Management

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)
Research Methods in Management Studies (Points: 30)
Please refer to Dean’s Office/Management

FINA511-13A (HAM)
Advanced Corporate Finance (Points: 30)
Please refer to Finance

FINA512-13B (HAM)
Investments and Portfolios (Points: 30)
Please refer to Finance

www.management.ac.nz
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ENTREPRENEURSHIP AND INNOVATION

INTERESTS
» Business Enterprise
» Consultation
» Entrepreneurial Innovation
» Venture Capital

CAREERS
» Business Entrepreneur
» Entrepreneurial Innovator
» Venture Capitalist Consultant

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.

A qualification in entrepreneurship and innovation will give you the measured skills to engage in an entrepreneurial role, look at niche opportunities and extract value from untapped areas. You’ll also learn business skills that cover concept planning and development, introducing the product to market, and most importantly keeping it there.
### AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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### CONTACTS FOR ENTREPRENEURSHIP AND INNOVATION

**BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE ADVISER**

Location: MSB.4.08  
Phone: +64 7 838 4466 extn 4195  
Email: bobbie@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

- STMG324/424 Entrepreneurship and Innovation
- Either STMG346/446 Managing Innovation or STMG391 Strategic Management

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
- INMG311 The International Business Environment
- STMG330/430 Management, Technology and Organisations
- STMG344 Business, Government and Society
- STMG385 Strategy for Enterprise
- STMG388/488 Strategic Alliances
- FINA403 Small Business Finance
- TOMG405 Entrepreneurship in Tourism and Hospitality

Please meet with the 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 Graduate Convenor.

Paper offerings can change; those listed in the table on page 171 can be counted towards your qualification and subject.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Postgraduate Diploma (PGDip)**

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Graduate Convenor and an adviser from the Management Student Centre 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 Graduate Convenor.

You must follow an approved programme of study which includes:

- STMG524 Entrepreneurship Theory and Practice
And choose 90 points from:

» ACCT507 Accounting, Sustainability and a Changing Environment
» INMG501 E-Global Business: Strategic Management and Marketing
» STMG512 Strategic Innovation
» STMG555 Foundations of Strategy and Organisation
» INMG588 International Business Strategy
» TOMG505 Tourism and Hospitality Enterprises

Paper offerings can change; those listed in the table on page 171 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

PAPER DETAILS

STMG222-13A (NET)
Net Ready: Navigating the Competitive Landscape (Points:20)
Please refer to Strategic Management

STMG285-13A (HAM)
Strategy for Enterprise (Points:20)
Please refer to Strategic Management

INMG311-13A (NET)
The International Business Environment (Points:20)
Please refer to International Management

ACCT322-13B (HAM)
Law of Business Enterprises (Points:20)
Please refer to Accounting

STMG324-13B (HAM), 13B (TGA)
Entrepreneurship and Innovation (Points:20)
Please refer to Strategic Management

STMG330-13B (HAM)
Management Technology and Organisation (Points:20)
Please refer to Strategic Management

HRMG342-13B (HAM), 13B (TGA)
Human Resource Management (Points:20)
Please refer to Human Resource Management
STMG385-13A (HAM)
Strategy for Enterprise (Points: 20)
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STMG391-13A (HAM), 13A (TGA), 13B (HAM)
Strategic Management (Points: 20)
Please refer to Strategic Management

FINA403-13A (HAM), 13A (TGA)
Small Business Finance (Points: 20)
Please refer to Finance

TOMG405-13B (BLK), 13B (HAM), 13B (TGA)
Entrepreneurship in Tourism and Hospitality (Points: 20)
Please refer to Tourism Management

STMG424-13B (HAM), 13B (TGA)
Entrepreneurship and Innovation (Points: 20)
Please refer to Strategic Management

STMG430-13B (HAM)
Management Technology and Organisation (Points: 20)
Please refer to Strategic Management

INMG501-13S (NET)
E-Global Business: Strategic Management and Marketing (Points: 30)
Please refer to International Management

TOMG505-13B (HAM), 13B (NET)
Tourism and Hospitality Enterprises (Points: 30)
Please refer to Tourism Management

ACCT507-13A (HAM)
Accounting, Sustainability and a Changing Environment (Points: 30)
Please refer to Accounting

STMG512-13A (HAM)
Strategic Innovation (Points: 30)
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STMG524-13B (HAM)
Entrepreneurship, Theory and Practice (Points: 30)
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STMG555-13A (HAM)
Foundations of Strategy and Organisation (Points: 30)
Please refer to Strategic Management

INMG588-13A (NET)
International Business Strategy (Points: 30)
Please refer to International Management
WHY CHOOSE FINANCE?

Interested in a 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 key components in the finance industry.

It isn’t possible to successfully run a treasury or an investment fund, or structure the financing of a project, or even invest personally, without an understanding of finance theory and practice. If you study Finance, you’ll learn about investment decision-making when time and risk are central considerations. You will examine corporate finance, portfolios and markets, small business finance, financial modelling and personal financial planning.

Your safest investment is in your education, and Waikato Management School was rated top in New Zealand for accounting and finance research in the Tertiary Education Commission’s last assessment of tertiary research.

Finance is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under the Second Major for Other Degrees.

Complementary areas of study may include Accounting, Economics and Management Systems.
### AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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<th>Paper Code</th>
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FINANCE

CONTACTS FOR FINANCE

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Email: dfschoi@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Finance are that you must include:

» FINA311 Corporate Finance  
» FINA312 Portfolios and Markets  
» No more than 40 points in ECON coded papers

Paper offerings can change; those listed in the table on page 176 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Finance as a second major for the BMS then MNGT221 can be counted towards this major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Finance are that you must include:

» FINA311 Corporate Finance  
» FINA312 Portfolios and Markets  
» No more than two ECON coded papers

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 176 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Finance as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.
**Bachelor of Business Analysis – Financial (BBA(Fin))**

To complete the requirements for a BBA(Fin) major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Finance are that you must include:

» FINA311 Corporate Finance
» FINA312 Portfolios and Markets
» FINA415 Computer Modelling in Finance
» No more than two ECON coded papers

And if Finance is your first major you must also choose an applied project, work experience or business applications paper from:

» FINA305 Business Analysis and Valuation
» FINA306 Personal Financial Planning
» FINA399 Applied Project in Finance

Paper offerings can change; those listed in the table on page 176 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** FINA201 can be counted towards Finance if it is your first major and you are taking a second major for this qualification.

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

To complete the requirements for the BBA(Hons)(Fin) you must pass 120 points at 500 level, include at least 60 points from one subject area, and submit a Portfolio of Achievement (see BBA(Hons)(Fin) qualification information for further details). You must also include:

» Either FINA591 Finance Dissertation or FINA592 Finance Dissertation
» No more than one ECON coded paper

Paper offerings can change; those listed in the table on page 176 can be counted towards your qualification and subject.

**Note(s):** 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**

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» FINA201 Finance
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets
» No more than two ECON coded papers

Paper offerings can change; those listed in the table on page 176 can be counted towards your major.
Graduate Certificate (GradCert)
To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

To complete the requirements for the subject you must include no more than 20 points in ECON coded papers.

*Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.*

Graduate Diploma (GradDip)
To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:
» FINA201 Finance
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets
» No more than two ECON coded papers

Please 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.

Paper offerings can change; those listed in the table on page 176 can be counted towards your qualification and subject.

*Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.*

Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

*Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.*
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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 must follow an approved programme of study which includes:

» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios

Paper offerings can change; those listed in the table on page 176 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies or MNGT502 Research Methods in Management Studies for Economics and Finance (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include (unless passed previously):

» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios

Paper offerings can change; those listed in the table on page 176 can be counted towards your qualification and subject.

Note(s): 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.

Finance

There are no compulsory subject paper requirements for this qualification.

Applied Economics and Finance

To complete the specific requirements for the subject you would normally be expected to take a balanced mixture of Economics and Finance papers and, unless passed previously, include:

» One Macroeconomic or Microeconomic paper from: ECON501 Macroeconomic Analysis, ECON541 Macroeconomics: Directed Reading, ECON502 Microeconomic Analysis, ECON542 Microeconomics: Directed Reading or equivalent
» One of ECON528 Macroeconomics and Finance, ECON529 Microeconometrics, ECON504 Econometric Analysis, ECON543 Econometrics: Directed Reading or equivalent
» FINA510 Financial Theory and Corporate Policy or equivalent
» FINA517 Investments, Portfolios and Financial Markets or equivalent
**Master of Professional Management (MPM)**

The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However, all students must:

- Submit a Portfolio of Achievement (see qualification information for further details)

The specific requirements for the field of Finance were not available at the time of printing as this programme is subject to external approval processes; if approved it may be available in 2013.

**Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)**

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**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>FINA201</td>
<td>Finance</td>
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<tr>
<td>FINA305</td>
<td>Business Analysis and Valuation</td>
</tr>
<tr>
<td>FINA311</td>
<td>Corporate Finance (Restriction FINA510)</td>
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<tr>
<td>FINA414</td>
<td>Securities Analysis</td>
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<td>FINA415</td>
<td>Computer Modelling in Finance</td>
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<tr>
<td>FINA507</td>
<td>Corporate Restructuring and Governance</td>
</tr>
<tr>
<td>FINA510</td>
<td>Financial Theory and Corporate Policy (Restriction FINA311)</td>
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<tr>
<td>FINA511</td>
<td>Advanced Corporate Finance</td>
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<tr>
<td>FINA515</td>
<td>Advanced Financial Modelling</td>
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**Stream 2 – Portfolios and Markets**

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<tbody>
<tr>
<td>FINA201</td>
<td>Finance</td>
</tr>
<tr>
<td>FINA312</td>
<td>Portfolios and Markets (Restriction FINA517)</td>
</tr>
<tr>
<td>FINA412</td>
<td>Derivative Securities</td>
</tr>
<tr>
<td>FINA415</td>
<td>Computer Modelling in Finance</td>
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<tr>
<td>FINA417</td>
<td>International Corporate Finance</td>
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<tr>
<td>FINA512</td>
<td>Investments and Portfolios</td>
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<tr>
<td>FINA517</td>
<td>Investments, Portfolios and Financial Markets (Restriction FINA312)</td>
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<tr>
<td>FINA515</td>
<td>Advanced Financial Modelling</td>
</tr>
<tr>
<td>FINA519</td>
<td>Derivatives 2</td>
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<td>FINA529</td>
<td>Advanced Derivatives</td>
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**Stream 3 – Banking and Treasury**

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<td>FINA313</td>
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<td>FINA412</td>
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<tr>
<td>FINA506</td>
<td>Finance Theory</td>
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<td>FINA512</td>
<td>Investments and Portfolios</td>
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<td>FINA529</td>
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**Stream 4 – Other**

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<td>FINA306</td>
<td>Personal Financial Planning</td>
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<td>Small Business Finance</td>
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<td>FINA415</td>
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<td>FINA514</td>
<td>Property Finance</td>
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<td>FINA515</td>
<td>Advanced Financial Modelling</td>
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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 corporate governance and performance, small business and agribusiness finance.

PAPER DETAILS

FINA201-13A (HAM), 13T (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.

For Semester 13A (HAM)
Convenor(s): AProf Stuart Locke
Internal assessment/Exam ratio: 1:1

For Semester 13T (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): FINA202

ECON204-13B (HAM), 13B (TGA), 13S (HAM)
Quantitative Methods for Economics and Finance (Points: 20)

Please refer to Economics

ECON304-13A (HAM)
Econometrics (Points: 20)

Please refer to Economics
FINA305-13B (HAM), 13B (TGA), 13S (HAM)

**Business Analysis and Valuation (Points:20)**

This paper provides a comprehensive treatment of business analysis and valuation. It develops a quantitative approach to the analysis of financial information. The paper integrates commercial understanding, financial information and capital market theory to investigate the monetary value of businesses.

For Semester 13B (HAM)

Convenor(s): Not available at time of printing

For Semester 13B (TGA)

Convenor(s): Dr Geeta Duppati

For Semester 13S (HAM)

Convenor(s): AProf Stuart Locke

Internal assessment/Exam ratio: 1:1

Prerequisite(s): FINA201

FINA306-13A (HAM), 13A (TGA)

**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): Dr Krishna Reddy

Internal assessment/Exam ratio: 1:1

Prerequisite(s): FINA201

FINA311-13A (HAM), 13A (TGA), 13T (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 corporate capital budgeting, capital structure and dividend policy.

For Semester 13A (HAM) and 13A (TGA)

Convenor(s): Dr Krishna Reddy

Internal assessment/Exam ratio: 1:1

For Semester 13T (HAM)

Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisite(s): FINA201

Restriction(s): FINA510
FINANCE

FINA312-13B (HAM), 13B (TGA), 13S (HAM)

Portfolios and Markets (Points: 20)

This paper introduces the fundamental concepts related to portfolio decisions of individual and institutional investors. Based on the concept of risk-return trade-off, it discusses the techniques and implications of efficient portfolio diversification and the allocation of assets among different securities. A special feature of this paper is that it provides an opportunity to students to work on an investment project using real world data.

Convenor(s): Dr Sazali Abidin
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
Restriction(s): FINA517

FINA313-13B (HAM), 13B (TGA)

Capital Markets (Points: 20)

This paper introduces students to the principal capital markets in Australasia, their associated institutions, markets, regulators and their financial functions.

For Semester 13B (HAM)
Convenor(s): Dr Daniel Choi

For Semester 13B (TGA)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201

FINA399-13C (HAM), 13D (HAM), 13E (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(s): This paper is only available to BBA (Fin) students.

FINA403-13A (HAM), 13A (TGA)

Small Business Finance (Points: 20)

This paper investigates the key issues relating to small business finance, especially in New Zealand. Empirical evidence, theoretical models and government policy are considered.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201

ECON404-13A (HAM)

Econometrics (Points: 20)

Please refer to Economics
FINA412-13A (HAM)

**Derivative Securities** *(Points: 20)*

This paper lays the foundation for understanding the valuation and trading of futures, swaps, stock options, stock index options and currency options.

Convenor(s): Dr Daniel Choi
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA311 or FINA312
Restriction(s): FINA509

FINA415-13B (HAM)

**Computer Modelling in Finance** *(Points: 20)*

The objective of this paper is to equip students with financial modelling skills using a computer spreadsheet. These 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): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA311 or FINA312 or equivalent

FINA417-13B (HAM), 13B (TGA)

**International Corporate Finance** *(Points: 20)*

This paper deals with finance subject matters faced by multinational corporations. The course examines issues pertaining to exchange rate activities in the context of transactional, operational and strategic financial issues faced by corporations operating in an international environment.

Convenor(s): Dr Dani Foo
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA201
Restriction(s): FINA317

FINA499-13C (HAM), 13D (HAM), 13E (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 “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. Full details about this paper are in the 499 paper outline which is available on the 499 website.

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, FINA311 and FINA312
Restriction(s): FINA599
FINANCE

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)
Research Methods in Management Studies (Points:30)

Please refer to Dean’s Office/Management

MNGT502-13A (HAM), 13S (HAM)
Research Methods in Management Studies for Economics and Finance (Points:15)

Please refer to Dean’s Office/Management

FINA506-13B (HAM)
Finance Theory (Points:15)

This course examines the theoretical underpinnings of contemporary finance. This includes detailed analyses of selected contemporary financial axioms, concepts, principles, methodologies and epistemologies. Knowledge of intermediate/advance statistics and maths will be an advantage in this course.

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 and FINA312

FINA507-13A (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.

Convenor(s): Dr Krishna Reddy
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

FINA510-13A (HAM), 13T (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 13A (HAM)
Convenor(s): Dr Krishna Reddy
Internal assessment/Exam ratio: 1:1

For Semester 13T (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): ECON204 and FINA201 or equivalent
Restriction(s): FINA311
FINA511-13A (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): Dr Dani Foo
Internal assessment/Exam ratio: 1:0
Prerequisite(s): FINA311 or equivalent

FINA512-13B (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

FINA515-13B (HAM)
Advanced Financial Modelling (Points: 30)
The purpose of this paper is the practical implementation and application of some advanced models in finance. While the theoretical basis for each model family is briefly reviewed, the emphasis is on honing the technical modelling and data handling skills. The paper lays the foundations both in terms of programming skills and familiarity with software tools and students less familiar with Excel and its VBA programming language may join FINA415 classes. Selected models from the following topic areas are presented: portfolio theory, market and credit risk, corporate finance, numerical and simulation methods.
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA311, FINA312, ECON404, or FINA415
Restriction(s): FINA518

FINA517-13B (HAM), 13S (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

ECON528-13B (HAM)
Econometric Topics: Macroeconomics and Finance (Points: 15)

Please refer to Economics

FINA529-13B (HAM)
Advanced Derivatives (Points: 30)

This paper builds on the material covered in FINA412. Major topics include Wiener processes, Ito’s lemma, the Black-Scholes model, delta-hedging, portfolio insurance, basic numerical procedures, value at risk, GARCH conditional volatility models, credit derivatives, interest rate derivatives and real options.

Convenor(s): Dr Daniel Choi
Internal assessment/Exam ratio: 1:1
Prerequisite(s): FINA412 and FINA509
Restriction(s): FINA519

FINA560-13T (HAM)
Special Interest Finance: Islamic Finance (Points: 30)

This paper investigates the role of Islamic Financial Instruments for corporations raising money and market reactions to these instruments. The inclusion of these instruments in investment portfolios is analysed.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): 40 points at 300 level in Finance, or at the discretion of the Chairperson of Department

FINA580-13B (HAM)
Special Topic: International Finance and Banking (Points: 15)

This paper explores theoretical and practical aspects of financial intermediation based on both academic and regulatory research as well as publications from industry and supervisory agencies.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisite(s): 40 points at 300 level in Finance, or at the discretion of the Chairperson of Department

FINA589-13A (HAM), 13B (HAM), 13C (HAM), 13S (HAM)
Directed Study (Points: 15)

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

FINA590-13A (HAM), 13B (HAM), 13C (HAM), 13S (HAM), 13Y (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

Note(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
FINA591-13C (HAM)
Finance 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
Prerequisite(s): ECON544, FINA511 and FINA512
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA592-13C (HAM)
Finance 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
Prerequisite(s): ECON544, FINA511 and FINA512
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA593-13C (HAM)
Finance 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
Prerequisite(s): ECON544, FINA511 and FINA512
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA594-13C (HAM)
Finance 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
Prerequisite(s): ECON544, FINA511 and FINA512
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

FINA599-13C (HAM), 13D (HAM), 13E (HAM)
Report of an Investigation (Points: 30)
Directed investigation of an approved topic, available only to 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 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

» Catering Services Manager
» Financial Controller
» Front Office Manager
» Gaming Management
» Hotel Manager
» Restaurant and Bar Manager
» Tourism Operator
» Travel and Accommodation Facilitator

EMPLOYERS

» Commercial Caterers
» Conference and Event Centres
» Hospital Catering
» Hotels and Resorts
» Museums
» Restaurants
» Tourism and Hospitality Organisations
» Tourism and Leisure Attractions

WHY CHOOSE HOSPITALITY MANAGEMENT?

Learn to integrate and manage sustainable hospitality operations that make lasting impressions.

Hospitality Management focuses on the organisation of businesses that supply food, drink, accommodation and entertainment. The hospitality industry needs operators who can plan, control, make strategic decisions, and understand the legal requirements for this sector.

The hospitality industry in New Zealand is a growth industry and faces constant demand for skilled staff, not only to service a domestic market, but also around the world.

Hospitality Management is available as a first major in the BTour(THMgt) and the BMS; for details of these requirements please see Qualification and Specific Subject Requirements. If you are not enrolled in either the BTour(THMgt) or the BMS you may also take hospitality management as a second major for your bachelors degree; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.
AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
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</table>

CONTACTS FOR HOSPITALITY MANAGEMENT

ASAD MOHSIN – QUALIFICATION CONVENOR
Location: MSB. 3.35
Phone: +64 7 838 4466 extn 5061
Email: amohsin@waikato.ac.nz

TIM LOCKYER – GRADUATE CONVENOR
Location: MSB.3.34
Phone: +64 7 838 4466 extn 6321
Email: lockyer@waikato.ac.nz

CAZ WOODS – DEPARTMENT ADMINISTRATOR
Location: MSB.3.40
Phone: +64 7 838 4466 extn 4045
Email: cazw@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Hospitality Management as a first major are that you must include:

» TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement

» TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement

» TOMG304 Tourism and Hospitality Law

» TOMG306 Tourism and Hospitality Management Control and Decision Making

» TOMG405 Entrepreneurship in Tourism and Hospitality

» TOMG406 Hospitality Operations and Sustainable Management

If Hospitality Management is your second major then you must include TOMG206/216, TOMG207/217, TOMG405, TOMG406 and choose 20 points from the remaining papers prescribed above. You may count the BMS compulsory paper MNGT221 for this second major.

Paper offerings can change; those listed in the table on page 191 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Hospitality Management as a first major are that you must include:

» TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement

» TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement

» TOMG304 Tourism and Hospitality Law

» TOMG306 Tourism and Hospitality Management Control and Decision Making

» TOMG405 Entrepreneurship in Tourism and Hospitality

» Either TOMG503 Hotel and Resort Development or TOMG507 Hotel and Resort Operations Management

If Hospitality Management is your second major then you must include TOMG206/216, TOMG207/217, TOMG405, one of TOMG503 or TOMG507, and choose 20 points from the remaining papers prescribed above. You may count the BMS compulsory paper MNGT221 for this second major. This change to the regulations is subject to Academic Board approval, if approved it will be available from 2013.

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 191 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.
Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))

To complete the requirements for a BTour(THMgt) major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Hospitality Management are that you must include:

- TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
- TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
- TOMG304 Tourism and Hospitality Law
- TOMG306 Tourism and Hospitality Management Control and Decision Making
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG406 Hospitality Operations and Sustainable Management

Paper offerings can change; those listed in the table on page 191 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): You may not count any BTour(THMgt) compulsory paper towards your first major although TOMG390 or MNTG496 can be counted towards your first major if you are taking a second major subject in place of TOMG304, TOMG306, TOMG405 or TOMG406.

Bachelor of Tourism with Honours (BTour(Hons))

The requirements for this qualification are located under the subject Tourism Management.

Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

- TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
- TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
- TOMG304 Tourism and Hospitality Law
- TOMG306 Tourism and Hospitality Management Control and Decision Making
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG406 Hospitality Operations and Sustainable Management

Paper offerings can change; those listed in the table on page 191 can be counted towards your major.
## HOSPITALITY MANAGEMENT

<table>
<thead>
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<th>Qualification</th>
<th>Details</th>
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<td>Graduate Certificate (GradCert)</td>
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<td>Graduate Diploma (GradDip)</td>
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<td>Master of Management Studies (MMS)</td>
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<tr>
<td>Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)</td>
<td>Contact the Department’s Graduate Convenor.</td>
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</table>

### RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for theses. Please refer to the Tourism Management section for a full list of staff available to supervise in this particular subject area.
PAPER DETAILS

TOMG206-13A (HAM)
Food and Beverage Management (Points: 20)
Please refer to Tourism Management

TOMG207-13B (HAM)
Accommodation Management (Points: 20)
Please refer to Tourism Management

TOMG216-13A (HAM)
Food and Beverage Management Placement (Points: 0)
Please refer to Tourism Management

TOMG217-13B (HAM)
Accommodation Management Placement (Points: 0)
Please refer to Tourism Management

TOMG304-13A (HAM), 13A (TGA)
Tourism and Hospitality Law (Points: 20)
Please refer to Tourism Management

TOMG306-13A (HAM), 13A (TGA)
Tourism and Hospitality Management Control and Decision Making (Points: 20)
Please refer to Tourism Management

TOMG405-13B (BLK), 13B (HAM), 13B (TGA)
Entrepreneurship in Tourism and Hospitality (Points: 20)
Please refer to Tourism Management

TOMG406-13B (HAM), 13B (TGA)
Hospitality Operations and Sustainable Management (Points: 20)
Please refer to Tourism Management

TOMG503-13A (HAM), 13A (NET)
Hotel and Resort Development (Points: 30)
Please refer to Tourism Management

TOMG507-13B (HAM)
Hotel and Resort Operations Management (Points: 30)
Please refer to Tourism Management
## HUMAN RESOURCE MANAGEMENT

### INTERESTS
- Human Resources
- Managing People
- Organisational Behaviour
- Personnel Management
- Strategic HRM Planning

### CAREERS
- Employment Court Official
- Human Capital Development Strategist
- Human Resource Manager/Adviser/Officer
- Industrial Relations Mediator/Facilitator
- Payroll Manager/Administrator

### EMPLOYERS
- Consultancy Firms
- Government Departments
- International Companies
- Large Corporates
- Professional Organisations

### WHY CHOOSE HUMAN RESOURCE MANAGEMENT?

Human Resource Management is about developing and managing an organisation’s most valuable asset, its people.

Human Resource Management is concerned with getting the right people into the right jobs; and further 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 effectively manage your future staff.

Human Resource Management is available as a subject or major for several specific qualifications; for details of these please see *Qualification and Specific Subject Requirements*. 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; please see *Qualification and Specific Subject Requirements* and look under Second Major for Other Degrees.

Complementary areas of study may include Strategic Management, Management Communication, Management Systems, Accounting, Marketing and Economics.
<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMSt(ions)</th>
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</table>

**CONTACTS FOR HUMAN RESOURCE MANAGEMENT**

**BOBBIE WISNESKI**  
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Email: bobbie@waikato.ac.nz

**MARK HARCOURT** – PhD HUMAN RESOURCE MANAGEMENT ENQUIRIES  
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Human Resource Management are that you must include:

- HRMG342 Human Resource Management
- At least 80 points (four papers) in HRMG coded papers

Paper offerings can change; those listed in the table on page 197 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

*Note(s):* If you are taking Human Resource Management as a second major for the BMS then MNGT221 can be counted towards this major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Human Resource Management are that you must include:

- HRMG342 Human Resource Management
- At least 80 points (four papers) in HRMG coded papers

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 197 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

*Note(s):* If you are taking Human Resource Management as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.

**Second Major for Other Degrees**

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

- HRMG241 Organisational Behaviour
- HRMG342 Human Resource Management
- At least 80 points (four papers) in HRMG coded papers
**Graduate Certificate (GradCert)**

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

- HRMG341 Managerial Behaviour
- HRMG342 Human Resource Management
- At least 80 points (four papers) in HRMG coded papers

Please 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.

Paper offerings can change; those listed in the table on page 197 can be counted towards your qualification and subject.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Postgraduate Certificate (PGCert)**

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

**Note(s):** If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Postgraduate Diploma (PGDip)**

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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.

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 197 can be counted towards your qualification and subject.

**Note(s):** 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met

» Take MNGT501 Research Methods in Management Studies (unless passed previously)

» Take a dissertation or thesis

» Submit a Portfolio of Achievement (see qualification information for further details).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 197 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)

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.

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 Peter Haynes researches within the fields of human resource management and employment relations. His specific research interests include high-performance work systems and strategic HRM, service sector HRM and employment relations, employee voice, worker attitudes to unions and employee voice, and union strategy. He employs both qualitative and quantitative research methods.

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.
PAPER DETAILS

STMG222-13A (NET)
Net Ready: Navigating the Competitive Landscape (Points:20)
Please refer to Strategic Management

HRMG241-13A (HAM), 13T (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 13A (HAM)
Convenor(s): Mr Glyndwr Jones

For Semester 13T (HAM)
Convenor(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 3:2
Prerequisite(s): STMG191
Note(s): Lectures for this paper are delivered online. Tutorial attendance is required.

SCEN301-13B (HAM)
Engaging with Social Enterprise and Community (Points:20)
Please refer to Social Enterprise

STMG330-13B (HAM)
Management Technology and Organisation (Points:20)
Please refer to Strategic Management

MCOM331-13A (HAM)
Managing Conflict and Consensus (Points:20)
Please refer to Management Communication

HRMG341-13A (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): Prof Clive Gilson
Internal assessment/Exam ratio: 1:1
Prerequisite(s): HRMG241
HUMAN RESOURCE MANAGEMENT

HRMG342-13B (HAM), 13B (TGA)

Human Resource Management (Points:20)

This paper examines the management of an organisation's most valuable resource: its people. It examines how they are acquired, managed to achieve an organisation's goals, trained and developed to improve individual and organisational performance and the management of the employment relationship.

The context within which human resources are managed in New Zealand organisations – the economic, legal, technological and demographic background – is also examined.

Convenor(s): Dr Linda Twiname
Internal assessment/Exam ratio: 7:3

Note(s): This paper will be delivered to Tauranga via video-conference and a minimum of 10 enrolments, two weeks before the paper starts, is required for the paper to be offered.

HRMG374-13S (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

HRMG401-13A (HAM)

Managing Employees in the New Zealand Legal Environment (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

HRMG402-13B (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

STMG425-13A (HAM)

Self-Actualising Leadership (Points:20)

Please refer to Strategic Management
HRMG444-13A (HAM)
Organisational Development and Change (Points:20)
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): Dr Linda Twiname
Internal assessment/Exam ratio: 1:0

HRMG445-13B (HAM)
Career Management and Development (Points:20)
Career has become a complex and problematic concept. Organisations are taking a limited responsibility in facilitating the careers of individuals at a time when there is increasing uncertainty in employment. In this paper, we use a critical lens to study debates in career literature. The overall purpose is to strengthen insight into the complex facets of contemporary career development literature and practice.
Convenor(s): Dr Suzette Dyer
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG241

HRMG488-13A (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 need to have the knowledge required to adapt human resource practices to the differing requirements of differing countries.
Convenor(s): Dr Peter Haynes
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317

HRMG490-13A (HAM), 13B (HAM), 13C (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(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
HUMAN RESOURCE MANAGEMENT

HRMG499-13C (HAM), 13D (HAM), 13E (HAM), 13F (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
Restriction(s): HRMG599

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

HRMG541-13A (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): AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG341, HRMG342 or PSYC317

HRMG543-13B (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.

Convenor(s): Prof Mark Harcourt
Internal assessment/Exam ratio: 1:0
Prerequisite(s): HRMG342 or PSYC317

HRMG544-13A (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
HRMG545-13B (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

STMG555-13A (HAM)

Foundations of Strategy and Organisation (Points: 30)

Please refer to Strategic Management

STMG560-13T (NET)

Conscious Enterprise (Points: 30)

Please refer to Strategic Management

PSYC572-13A (HAM)

Personnel Selection (Points: 15)

Please refer to the University of Waikato Calendar

PSYC573-13A (HAM)

Personnel Training and Development (Points: 15)

Please refer to the University of Waikato Calendar

HRMG574-13B (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

STMG580-13B (HAM)

Strategies for Sustainability (Points: 30)

Please refer to Strategic Management
HUMAN RESOURCE MANAGEMENT

HRMG590-13A (HAM), 13B (HAM), 13C (HAM), 13S (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

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

HRMG591-13C (HAM)

Human Resource Management 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

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

HRMG592-13C (HAM)

Human Resource Management 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

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

HRMG593-13C (HAM)

Human Resource Management 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

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

HRMG594-13C (HAM)

Human Resource Management 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

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

HRMG599-13C (HAM), 13D (HAM), 13E (HAM), 13F (HAM)

Report of an Investigation  (Points:30)

Directed investigation of an approved topic, available only to 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
Restriction(s): HRMG499

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INTERNATIONAL MANAGEMENT

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» International Business
» Marketing
» Trade

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» International Marketing Analyst
» International Trade Policy Adviser
» Management Positions, MNEs, SMEs
» Tourism Consultant
» Translator

EMPLOYERS
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» Ministry of Foreign Affairs and Trade
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» New Zealand Trade and Enterprise
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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.

Uniquely, 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, finance, government departments and tourism.

International Management is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. If you are not enrolled in a bachelor’s degree that lists International Management as an available subject you may still take it as a second major; please see Qualification and Specific Subject Requirements and look under Second Major for other degrees.

Complementary areas of study may include Accounting, Economics, Finance, Languages, Human Resource Management, Strategic Management and Tourism Management.
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INTERNATIONAL MANAGEMENT

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CONTACT FOR INTERNATIONAL MANAGEMENT

MICHELLE AKOORIE – UNDERGRADUATE, GRADUATE AND PhD ENQUIRIES

Location: MSB.4.32
Phone: +64 7 838 4466 extn 8642
Email: mema@waikato.ac.nz

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for International Management are that you must include:

» INMG311 The International Business Environment
» INMG412 International Business Strategy

And complete one of the following options:

» A Language specialisation as prescribed for the BMS/BMS(Hons) degree (a Language major is also acceptable) in Chinese, French, German, Japanese, Spanish or Te Reo Māori (the requirements for the specialisations can be found in the Overview in the Majors, Subjects and Specialisations section)

» 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

» Structured International Coursework including: INMG317 Doing Business Internationally or POLS314 European Integration, and one of ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM476 Communicating Across Cultures or MKTG353 International Marketing.
All students may choose any additional papers from the following list, though papers often have prerequisites and careful programme planning will be required:

- ECON236/336 Comparative Economics in Global Perspective
- 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
- MKTG353 International Marketing
- MSYS335 Managerial Decision Making
- MSYS351 E-Business: IT Strategy in Action
- MSYS365 Business Analysis and Consultancy
- MSYS377 Supply Chain Management
- POLS314 European Integration
- STMG346 Managing Innovation
- STMG388 Strategic Alliances and Networks
- TOST306 Geographies of Tourism Planning and Development
- HRMG488 International Human Resource Management
- MCOM476 Communicating Across Cultures
- MSYS435 Advanced Managerial Decision Making
- MSYS451 Advanced E-Business: IT Strategy in Action
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS477 Advanced Supply Chain Management
- TOMG405 Entrepreneurship in Tourism and Hospitality

Paper offerings can change; those listed in the table on page 208 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking International Management as a second major for the BMS then MNGT221 can be counted towards this major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for International Management are that you must include:

- INMG311 The International Business Environment
- INMG588 International Business Strategy
And complete one of the following options:

» A Language specialisation as prescribed for the BMS/BMS(Hons) degree (a Language major is also acceptable) in Chinese, French, German, Japanese, Spanish or Te Reo Māori (the requirements for the specialisations can be found in the Overview in the Majors, Subjects and Specialisations section)

» 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

» Structured International Coursework including INMG317 Doing Business Internationally or POLS314 European Integration, and one of ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM476 Communicating Across Cultures or MKTG353 International Marketing.

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 208 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking International Management as a second major for the BMS (Hons) then MNGT221 can be counted towards this major.

### Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» MKTG209 Principles of Marketing

» INMG311 The International Business Environment

And complete one of the following options:

» A Language specialisation as prescribed for the BMS/BMS(Hons) in Chinese, French, German, Japanese, Spanish or Te Reo Māori (the requirements for the specialisations can be found in the Overview in the Majors, Subjects and Specialisations section)

» Study abroad leading to credit of at least 60 points undertaken while enrolled for your degree

» Completion of an international Directed Study paper, that involves at least three weeks of research outside of New Zealand

» Structured International Coursework including INMG317 Doing Business Internationally or POLS314 European Integration, and one of ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM476 Communicating Across Cultures or MKTG353 International Marketing.
You may choose any additional papers from the following list, though papers often have prerequisites and careful programme planning will be required:

» ECON200 Macroeconomics and the Global Economy
» ECON236/336 Comparative Economics in Global Perspective
» FINA201 Finance (see note below)
» MCOM231 Interpersonal Communication
» MKTG251 Marketing Strategy
» ECON319/419 China’s Economic Development
» MKTG353 International Marketing
» STMG388 Strategic Alliances and Networks
» MCOM476 Communicating Across Cultures
» INMG412 International Business Strategy

Paper offerings can change; those listed in the table on page 208 can be counted towards your major.

*Note(s): FINA201 is not available for BBA (Fin) students.*

**Graduate Certificate (GradCert)**

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Graduate Convenor to discuss an appropriate personal programme of study.

You must follow an approved programme of study which includes:

» MKTG209 Principles of Marketing
» INMG311 The International Business Environment

And choose 20 points from:

» ECON200 Macroeconomics and the Global Economy
» MCOM476 Communicating Across Cultures
» STMG388 Strategic Alliances and Networks
» INMG412 International Business Strategy

*Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.*

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

» MKTG209 Principles of Marketing
» INMG311 The International Business Environment
» INMG412 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA417 International Corporate Finance
And choose 40 points from:

- ECON200 Macroeconomics and the Global Economy
- ECON236/336 Comparative Economic Performance
- FINA201 Finance
- MCOM231 Interpersonal Communication
- MKTG251 Marketing Strategy
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG203 Tourism Package Operations
- ACCT331 Management Accounting
- ECON319/419 China’s Economic Development
- MKTG353 International Marketing
- MSYS335 Managerial Decision Making
- MSYS365 Business Analysis and Consultancy
- MSYS377 Supply Chain Management
- INMG317 Doing Business Internationally
- STMG346 Managing Innovation
- STMG388 Strategic Alliances and Networks
- 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
- TOMG405 Entrepreneurship in Tourism and Hospitality

Please meet with the 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 Graduate Convenor.

Paper offerings can change; those listed in the table on page 208 can be counted towards your qualification and subject.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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**Postgraduate Certificate (PGCert)**

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Graduate Convenor to discuss an appropriate personal programme of study.

**Note(s):** If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Graduate Convenor and an adviser from the Management Student Centre 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 Graduate Convenor.

You must follow an approved programme of study which includes:

» INMG588 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
» INMG501 E-Global Business: Strategic Management and Marketing
» INMG517 Current Issues in International Management
» MCOM509 Organisational Futures and Global Trends
» MCOM576 Intercultural Communication
» MCOM578 Global Sustainability Issues for Organisations
» MKTG507 The Research Process: Marketing and International Management
» MKTG553 International Marketing
» MNCT501 Research Methods in Management Studies
» MSYS576 21st Century Logistics
» MSYS577 E-Enabled Agile Supply Chains
» STMG502 Business Research Methods
» STMG555 Foundations of Organisation and Strategies
» TOMG501 International Tourism and Hospitality Marketing
» TOMG507 Hotel and Resort Operations Management

Paper offerings can change; those listed in the table on page 208 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
**Master of Management Studies (MMS)**

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

- Meet with the Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies (unless passed previously)
- Take a dissertation or thesis
- Submit a Portfolio of Achievement (see qualification information for further details).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 208 can be counted towards your qualification and subject.

**Note(s):** 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 (MPhil) and Doctor of Philosophy (PhD)**

Contact the 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.

**Associate Professor Joanna Scott-Kennel's** research interests include multinational enterprises (MNEs) and the impact of foreign direct investment on industry; supply chain and collaborative linkages between multinational and domestic firms in host economies; small-to-medium enterprise (SME) growth, development, competitiveness and internationalisation; international business strategy, strategic management, subsidiary roles; Asia-Pacific business issues (especially doing business in, and from, China); and international business and small, open economies.

**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.
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):** AProf Joanna Scott-Kennel

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

**Equivalents:** STMG311

**Note(s):** Students must be fully enrolled in this online paper two weeks before the semester starts.
POLS314-13B (HAM)
European Integration (Points: 20)

Please refer to University of Waikato Calendar

INMG317-13B (HAM)
Doing Business Internationally (Points: 20)

Doing Business Internationally focuses on a group of economies to provide students with the opportunity to acquire the skills and attributes of understanding that will enable them to do business in economies that are unlike New Zealand.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restriction(s): INMG315, STMG315

ACCT331-13A (HAM), 13A (TGA)
Management Accounting (Points: 20)

Please refer to Accounting

MSYS335-13A (HAM)
Managerial Decision Making (Points: 20)

Please refer to Management Systems

ECON336-13B (HAM)
Comparative Economics in Global Perspective (Points: 20)

Please refer to Economics

HRMG343-13A (HAM)
Business Research Methods (Points: 20)

Please refer to Human Resource Management

MSYS351-13A (HAM)
E-Business: IT Strategy in Action (Points: 20)

Please refer to Management Systems

MKTG353-13B (HAM)
International Marketing (Points: 20)

Please refer to Marketing

MSYS365-13B (HAM)
Business Analysis and Consultancy (Points: 20)

Please refer to Management Systems

MSYS377-13A (HAM)
Supply Chain Management (Points: 20)

Please refer to Management Systems

STMG388-13A (HAM)
Strategic Alliances and Networks (Points: 20)

Please refer to Strategic Management
INMG412-13B (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 (prerequisite) strategy development foundation, this paper involves students in multiple lines of investigation of viable strategy setting and implementation in the face of the significant constraints that impact on New Zealand business. The paper includes online discussions, case research and analysis of firms in a wide range of industry sectors.

Convenor(s): AProf Joanna Scott-Kennel
Internal assessment/Exam ratio: 1:0
Prerequisite(s): INMG311 and STMG311
Equivalents: STMG412

FINA417-13B (HAM), 13B (TGA)
International Corporate Finance (Points: 20)

Please refer to Finance

MSYS435-13A (HAM)
Advanced Managerial Decision Making (Points: 20)

Please refer to Management Systems

STMG446-13T (HAM)
Managing Innovation (Points: 20)

Please refer to Strategic Management

MSYS451-13A (HAM)
Advanced E-Business: IT Strategy in Action (Points: 20)

Please refer to Management Systems

MKTG453-13B (HAM)
International Marketing (Points: 20)

Please refer to Marketing

MSYS465-13B (HAM)
Advanced Business Analysis and Consultancy (Points: 20)

Please refer to Management Systems

MCOM476-13A (HAM)
Communicating Across Cultures (Points: 20)

Please refer to Management Communication
Advanced Supply Chain Management (Points: 20)

Please refer to Management Systems

International Human Resource Management (Points: 20)

Please refer to Human Resource Management

Strategic Alliances and Networks (Points: 20)

Please refer to Strategic Management

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 Handbook. Students should discuss a proposed topic with the 499 Co-ordinator.

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 either INMG311 or INMG412

E-Global Business: Strategic Management and Marketing (Points: 30)

Rapid expansion of global communications and the dispersion of computer technology has changed the environment of international commerce in major, and sometimes unexpected ways, resulting in a major re-evaluation of the way firms conduct their transactions internationally; whether with customers, suppliers, governments, or other stakeholders. This paper examines the impact of e-commerce in the global economy from the perspective of the international firm – both in business to business (B2B) and business to consumer (B2C) marketing.

Convenor(s): Prof Michèle Akoorie
Internal assessment/Exam ratio: 1:0
Equivalents: STMG501

Note(s): Enrolment in this paper is limited to 20 students.

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

International Tourism and Hospitality Marketing (Points: 30)

Please refer to Tourism Management

International Accounting (Points: 30)

Please refer to Accounting
Please refer to Tourism Management

INMG517-13B (NET)
Current Issues in International Management (Points:30)
A wide range of current management issues, both external to and internal to the firm, impacting on international managers operating across national borders are investigated in this paper.

Convenor(s): Dr Paresha Sinha
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG311 and INMG311
Equivalents: STMG517

Note(s): Enrolment in this paper is limited to 30 students. Also, it is possible to study this paper either as a fully online course, or as a blended course with online material and an in-person workshop.
INMG588-13A (NET)

**International Business Strategy** *(Points: 30)*

This paper focuses on the international business strategy of organisations, industries and countries. International business strategy at the level of the organisation identifies the differences between national and international competitors and the complex environment in which they operate. The international strategy utilised by an industry identifies the forces that drive the industry, including competitive pressures and government policy.

**Convenor(s):** Prof Michèle Akoorie  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** INMG311  
**Equivalents:** INMG512 or STMG588  
**Restriction(s):** INMG412

**Note(s):** It is possible to study this paper either as a fully online course, or as a blended course with online material and an in-person workshop.

INMG591-13C (HAM)

**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 Graduate Convenor if you are interested in taking this paper.

**Convenor(s):** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**Note(s):** The guidelines for Research Course form must be approved by the Graduate Convenor prior to enrolment in this paper.

INMG592-13C (HAM)

**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 Graduate Convenor if you are interested in taking this paper.

**Convenor(s):** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**Note(s):** The guidelines for Research Course form must be approved by the Graduate Convenor prior to enrolment in this paper.
INMG593-13C (HAM)
International Management 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 Graduate Convenor if you are interested in taking this paper.

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

Note(s): The guidelines for Research Course form must be approved by the Graduate Convenor prior to enrolment in this paper.

INMG594-13C (HAM)
International Management 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 Graduate Convenor if you are interested in taking this paper.

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

Note(s): The guidelines for Research Course form must be approved by the Graduate Convenor prior to enrolment in this paper.

INMG599-13C (HAM), 13D (HAM), 13E (HAM), 13F (HAM)
Report of an Investigation (Points: 30)
A 599 Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS(Hons) degree. 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): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): All 100, 200 and 300 level BMS compulsory papers and either INMG311 or INMG412
MANAGEMENT AND SUSTAINABILITY

INTERESTS

» Environmental Issues
» Environmental Policy Analysis
» Environmental Research
» Natural Resource Management

CAREERS

» Corporate Environmental Manager
» Government Environmental Manager
» Environmental Policy Analyst
» Natural Resource Manager

EMPLOYERS

» Conservation Organisations
» International Agencies
» Private Consultancy Firms
» Private Firms and Government Organisations

WHY CHOOSE MANAGEMENT AND SUSTAINABILITY?

In today’s world of limited resources we need informed, dedicated managers with the business and leadership 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 other 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 such as an analyst or manager committed to a sustainable world.
**AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT**

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**CONTACTS FOR MANAGEMENT AND SUSTAINABILITY**

**MARIA FITZGERALD – ADMINISTRATOR**
Location: MSB.2.16
Phone: +64 7 838 4466 extn 4758
Email: mfitzy@waikato.ac.nz

**DR DAN MARSH**
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Phone: +64 7 838 4466 extn 4950
Email: dmarsh@waikato.ac.nz

**APROF EVA COLLINS**
Location: MSB.4.39
Phone: +64 7 838 4466 extn 4083
Email: evacolln@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must follow an approved programme of study which includes:

- ECON316/416 Dimensions of Sustainability
- STMG344 Business, Government and Society
- ACCT407 Accounting for Sustainability
- ECON415 Environmental and Natural Resource Economics

Please meet with one of the academic contacts listed above 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 Graduate Convenor.

Paper offerings can change; those listed in the table on page 224 can be counted towards your qualification and subject.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Graduate Convenor to discuss an appropriate personal programme of study.

You must follow an approved programme of study which includes at least 30 points from:

- ACCT507 Accounting, Sustainability and a Changing Environment
- ECON539 Environmental and Resource Economics
- ECON589 Directed Study
- MCOM509 Organisational Futures and Global Trends
- MCOM578 Global Sustainability Issues for Organisations
- STMG580 Strategies for Sustainability

Any remaining papers may be selected from:

- ACCT541 Forensic Accounting
- DEVS502 Sustainable Resource Issues
- POLS537 Environmental Politics and Public Policy
- TOMG502 Tourism Development and the Environment

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Graduate Convenor and an adviser from the Management Student Centre 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 Graduate Convenor.

You must follow an approved programme of study which includes at least 60 points from:

» ACCT507 Accounting, Sustainability and a Changing Environment
» ECON539 Environmental and Resource Economics
» ECON589 Directed Study
» MCOM509 Organisational Futures and Global Trends
» MCOM578 Global Sustainability Issues for Organisations
» STMG580 Strategies for Sustainability

And choose no more than 60 points from:

» ACCT541 Forensic Accounting
» DEVS502 Sustainable Resource Issues
» MSUS591 Dissertation
» MNGT501 Research Methods in Management Studies
» MSYS551 Management Systems Research
» POLS537 Environmental Politics and Public Policy
» TOMG502 Tourism Development and the Environment

Paper offerings can change; those listed in the table on page 224 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include at least 60 points from (see notes below):

» ACCT507 Accounting, Sustainability and a Changing Environment
» ECON539 Environmental and Resource Economics
» ECON589 Directed Study
» MCOM509 Organisational Futures and Global Trends
» MCOM578 Global Sustainability Issues for Organisations
» STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 224 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)

Contact the 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 either Dr Dan Marsh or AProf Eva Collins. 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.

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.
## MANAGEMENT AND SUSTAINABILITY

### PAPER DETAILS

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**Please refer to:**
- Accounting
- Economics
- Strategic Management
- Dean’s Office/Management
- University of Waikato Calendar
- Tourism Management
- Accounting
- University of Waikato Calendar
- Economics
- Accounting
STMG580-13B (HAM)

Strategies for Sustainability (Points: 30)

Please refer to Strategic Management

ECON589-13A (HAM), 13B (HAM), 13S (HAM)

Directed Study (Points: 15)

Please refer to Economics

MSUS591-13C (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
Equivalents: ENVR591

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

MSUS592-13C (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
Equivalents: ENVR592

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

MSUS593-13C (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

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

MSUS594-13C (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
Equivalents: ENVR594

Note(s): The Guidelines for Research Course form must be approved by the Graduate Convenor prior to enrolment in this paper.
MANAGEMENT COMMUNICATION

INTERESTS

» Business Speaking and Writing
» Communication and Leadership
» Conflict Management and Negotiation
» Consultation
» Interpersonal Relationships
» Managing Diversity
» Organisational Communication

CAREERS

» Communication Consultant
» Management Trainer
» Political/Community Leader
» Professional Fundraiser
» Professional Negotiator
» Professional Freelance Writer

EMPLOYERS

» Communication Industries
» Consultancy Firms
» Government Organisations
» Large Companies
» Private Sector or Not-for-Profit Organisations

WHY CHOOSE MANAGEMENT COMMUNICATION?

The best leaders and managers are great communicators. Research shows that outstanding communicators go further and faster in their careers; they have the people skills that you will gain in the Management Communication major.

The Management Communication major develops six core competencies. Students learn to:

» RELATE: To create, nurture, and maintain sustainable relationships with diverse individuals and groups.

» INFORM: To build shared understanding clearly, accurately, and comprehensively through writing, presentations, and new media.

» INFLUENCE: To develop strategies to create, reinforce, change or shape beliefs, attitudes, and intentions.

» CRITIQUE: To evaluate and reflect critically on communication strategies and processes, including consideration of ethics and alternatives.

» DESIGN: To assess, develop and use a range of communication systems, technologies, and forms of mediated communication.

» PROBLEM-SOLVE: To research and analyse situations, identify different perspectives, make recommendations, and develop strategies and plans for effective communication.

The rapid growth of communication industries and functions in major organisations means that management communication graduates are always in demand. Surveys of employers demonstrate time and again that communication skills are the most valuable of employee attributes.

The Management Communication major should be your first choice if you are interested in people and want to facilitate the strategic development of communication for both organisational and social good. However, it is also an excellent second major and will make you a better marketer, accountant, or whatever your chosen profession may be. After all, no matter what your career, you will be more successful if you can communicate effectively.

Management Communication is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. If you are not enrolled in a bachelors degree that lists Management Communication an available subject you may still take it as a second major; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.

www.management.ac.nz
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Management Communication are that you must include:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication

And choose 60 points from:

» MCOM220 Communication Theory and Research
» MCOM238 Communication, Health and Well-being
» MCOM239/339 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332 Professional and Public Relations Writing
» MCOM336/431 Negotiation and Persuasion
» MCOM338 Communication Interventions
» MCOM340 Communicating Social Change
» MCOM380/480 Special Topic
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM476 Communicating Across Cultures
» MCOM490 Directed Study

Paper offerings can change; those listed in the table on page 231 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Management Communication as a second major for the BMS then MNGT221 can be counted towards this major.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Management Communication are that you must include:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication

And choose 60 points from:

» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication Best Practice
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM509 Organisational Futures and Global Trends
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM576 Intercultural Communication
» MCOM578 Global Sustainability Issues for Organisations
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM587 Communication Internship

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 231 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Management Communication as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.
Bachelor of Communication Studies (BCS)

To complete the requirements for a BCS major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Management Communication are that you must include:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication

And choose 60 points from:

» MCOM200 Management Communication
» MCOM238 Communication, Health and Well-being
» MCOM239/339 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332/432 Professional and Public Relations Writing
» MCOM336/431 Negotiation and Persuasion
» MCOM338 Communication Interventions
» MCOM340 Communicating Social Change
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM399 Communication Investigation in the Workplace (see notes below)
» 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 Smart Technologies and Online Social Media
» HRMG341 Managerial Behaviour
» HRMG342 Human Resource Management
» STMG330/430 Management, Technology and Organisations
» HRMG402 Human Resource Management and Practice

Note(s): MCOM399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations. MCOM220 can be counted towards Management Communication if it is your second major for this qualification.
Bachelor of Communication Studies with Honours (BCS(Hons))

To complete requirements for the BCS(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Management Communication are that you must include at least 60 points from:

» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership

And choose no more than 60 points from:

» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication Best Practice
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM509 Organisational Futures and Global Trends
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM530 Communication Research Methods
» MCOM566 Special Topic
» MCOM578 Global Sustainability Issues for Organisations
» MCOM582 Public Relations in the Culture Industries
» MCOM585 Public Relations: Context and Applications
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation (30 points)
» MNGT501 Research Methods in Management Studies

Note(s): 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.
Bachelor of Electronic Commerce (BECom)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Management Communication are that you must include:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication
» MSYS319 Industry Experience 2 (see note below)

Paper offerings can change; those listed in the table on page 231 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Management Communication as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.

Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM392 Managing Organisational Communication

You may not include any Public Relations papers towards this major. Paper offerings can change; those listed in the table on page 231 can be counted towards your major.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

To complete the requirements for the subject you must include:

» MCOM200 Management Communication
» MCOM392 Managing Organisational Communication

And choose 80 points from:

» MCOM231 Interpersonal Communication
» MCOM292 Business Communication
» MCOM239/339 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332/432 Professional and Public Relations Writing
» MCOM336/431 Negotiation and Persuasion
» MCOM338 Communication Interventions
» MCOM340 Communicating Social Change
» MCOM476 Communicating Across Cultures

Please 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(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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 must follow an approved programme of study which includes at least 60 points from:

- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Communication and Leadership

And no more than 60 points from:

- MCOM501 Meaningful Work and Wellbeing
- MCOM502 Managing Virtual Team Communication
- MCOM503 Networking
- MCOM504 Organisational Change and Communication
- MCOM505 Internal Communication: Best Practice
- MCOM506 Reputation Management
- MCOM507 Sport Communication
- MCOM509 Organisational Futures and Global Trends
- MCOM510 Applied Communication Analysis Part 1
- MCOM511 Applied Communication Analysis Part 2
- MCOM530 Communication Research Methods
- MCOM566 Special Topic
- MCOM578 Global Sustainability Issues for Organisations
- MCOM582 Public Relations in the Culture Industries
- MCOM585 Public Relations: Context and Applications
- MCOM587 Communication Internship
- MCOM590 Directed Study
- MCOM591 Dissertation
- MNGT501 Research Methods in Management Studies

Paper offerings can change; those listed in the table on page 231 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include at least 60 points from (see notes below):

» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication Best Practice
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM509 Organisational Futures and Global Trends
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM576 Intercultural Communication
» MCOM578 Global Sustainability Issues for Organisations
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership

Paper offerings can change; those listed in the table on page 231 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)

Contact the Department’s Graduate Convenor.
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), and tourism (advertising as tourism space). His current research focuses on advertising and sustainability.

**Dr Shiv Ganesh’s** research focuses on communication issues surrounding globalisation particularly as they are evident in the context of information and communication technologies, non-government and not-for-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.

**Professor David McKie** has a wide range of interests in qualitative research with an emphasis on emergent methods (eg action research; appreciate inquiry; grounded theory). Professor McKie’s current research areas include action learning and action research; applying Complexity theory; Blue Ocean strategy; change management; consultancy; creativity; emotional intelligence; entrepreneurship; futures; innovation; leadership; leadership development framework; learning histories; 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 John Oetzel** examines intercultural communication especially in organisational and health settings. He is particularly interested in issues of conflict and collaboration among research, community, and business partnerships that involve cultural diversity.

**Dr Mary Simpson’s** interests encompass organisational communication and interpersonal communication in the workplace. Her research focuses on elders in organisations as they engage in various stakeholder roles including members, investors, and workers.
MANAGEMENT COMMUNICATION

PAPER DETAILS

MNGT100-13B (HAM)
Management and Sustainability (Points:15)
Please refer to Dean’s Office/Management

MCOM102-13A (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

MCOM103-13B (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

MCOM104-13A (HAM), 13B (HAM)
Written Communication for Management (Points:15)
This paper focuses on developing communication skills, including the tools for analysis and argumentation, needed to write effective business documents.
For Semester 13A (HAM)
Convenor(s): Not available at time of printing
For Semester 13B (HAM)
Convenor(s): Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Restriction(s): ALED100

MCOM111-13A (HAM), 13S (HAM)
Introduction to Leadership (Points:15)
Leadership is an essential life skill. This paper explores how you create your sense of self, how you can communicate authentically in your own voice, and uses research-based practices to prepare you to lead across a wide range of activities.
For Semester 13A (HAM)
Convenor(s): Prof David McKie
For Semester 13S (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 2:1
MCOM122-13B (HAM)

Diversity Management and Communication (Points: 15)

In this introductory paper to intercultural communication you will gain knowledge of and practical applications for managing diversity, including communicating ethically and responsibly across differences in culture, religion, gender, age, ethnicity, nationality and disability. You will also learn about Māori models of communication and their implications for management and communication practices in Aotearoa/New Zealand.

Convenor(s): Dr Mary Simpson
Internal assessment/Exam ratio: 2:1
Restriction(s): TIKA121 and MMAC121

MCOM133-13B (HAM)

Introduction to Corporate Communication (Points: 15)

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

MCOM137-13A (HAM)

Advertising Communication and Creativity (Points: 15)

This paper provides a grounding in advertising communication. It includes both analytical and creative practical exercises. Students develop print advertising campaigns and are introduced to graphic design software.

Convenor(s): Dr Fabrice Desmarais
Internal assessment/Exam ratio: 3:1
Restriction(s): MCOM237

MCOM200-13A (HAM), 13B (HAM), 13S (HAM)

Management Communication (Points: 20)

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 13A (HAM)

Convenor(s): Not available at time of printing

For Semester 13B (HAM) and 13S (HAM)

Convenor(s): Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 7:3

MSYS212-13B (HAM)

Smart Technologies and Online Social Media (Points: 20)

Please refer to Management Systems
MCOM220-13B (HAM)

Communication Theory and Research (Points: 20)
This paper explores a range of communication theories and examines how these inform communication research and analysis. It also identifies how research supports the development of communication plans and policies. Students engage with the many and varied ways of understanding the role of communication in the development of social, political, cultural and organisational identities and movements. The course will enable students to proceed into communication research and practice with a grounded contextual understanding of their roles and responsibilities as producers and users of communication, and as global citizens.

Convenor(s): Prof C Kay Weaver
Internal assessment/Exam ratio: 2:1

MCOM227-13A (HAM)

Advertising, Branding and Identity Online (Points: 20)
This paper examines electronic means of establishing and managing brand identities. It considers how both online and offline communication efforts (e.g., advertising and public relations) contribute to identity management. You identify and evaluate current issues in the online industry and apply both theoretical concepts and practical research in the analysis and production of online brand identity. Students develop a brand building website using a range of web design software.

Convenor(s): Dr Fabrice Desmarais
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM337

Note(s): This paper may not normally be taken towards a Management Communication major.

MCOM231-13A (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): Not available at time of printing
Internal assessment/Exam ratio: 2:1

MCOM233-13A (HAM), 13A (TGA)

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.

For Semester 13A (HAM)
Convenor(s): Dr Margalit Toledano

For Semester 13A (TGA)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0

Note(s): This paper may not normally be taken towards a Management Communication major.

www.management.ac.nz
MCOM235-13B (HAM)
Media and Public Relations (Points: 20)
This paper focuses on the skills, principles and practices of managing ethical and sustainable relationships with media professionals. It includes writing for news media, working with ‘new’ social media, and interview skills, for media conferences and television appearances.

Convenor(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM335

Note(s): This paper may not normally be counted towards a Management Communication major.

MCOM238-13B (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): Prof John Oetzel
Internal assessment/Exam ratio: 1:0

MCOM239-13A (HAM)
Events and Communication Management (Points: 20)
This paper draws together best practice in event management from a practical business and operational perspective. There is a particular focus on fundraising and sponsorship events as well as the use of project management software. The paper will cover all aspects of event planning. Students will research and design an event, prepare budgets and develop risk management strategies as well as prepare communication plans for the event.

Convenor(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM339

HRMG241-13A (HAM), 13B (HAM)
Organisational Behaviour (Points: 20)
Please refer to Human Resource Management

MCOM292-13B (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): Not available at time of printing
Internal assessment/Exam ratio: 2:1

MSYS319-13C (NET)
Industry Experience 2 (Points: 20)
Please refer to Management Systems
MCOM330-13B (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 Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM430

STMG330-13B (HAM)
Management Technology and Organisation (Points:20)
Please refer to Strategic Management

MCOM331-13A (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): Prof John Oetzel
Internal assessment/Exam ratio: 1:0

MCOM332-13A (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, and articles.

Convenor(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM292 is recommended
Restriction(s): MCOM432
MCOM333-13B (HAM), 13B (TGA)

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.

For Semester 13B (HAM)
Convenor(s): Dr Michèle Schoenberger-Orgad

For Semester 13B (TGA)
Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM233

Note(s): This paper may not normally be counted towards a Management Communication major.

MCOM335-13B (HAM), 13B (TGA)

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.

For Semester 13B (HAM)
Convenor(s): Dr Margalit Toledano

For Semester 13B (TGA)
Convenor(s): Not available at time of printing

Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM235

Note(s): This paper may not normally be counted towards a Management Communication major.

MCOM336-13B (HAM)

Negotiation and Persuasion (Points: 20)

The theory and practice of persuasion and negotiation in a range of professional contexts.

Convenor(s): AProf Shiv Ganesh
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM431
MCOM37-13A (HAM)

Advertising, Branding and Identity Online (Points:20)

This paper examines electronic means of establishing and managing brand identities. It considers how both online and offline communication efforts (e.g., advertising and public relations) contribute to identity management. You identify and evaluate current issues in the online industry and apply both theoretical concepts and practical research in the analysis and production of online brand identity. Students develop a brand-building website using a range of web design software.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM227

Note(s): This paper may not normally be counted towards a Management Communication major.

MCOM38-13B (HAM)

Dialogue (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 amongst a range of stakeholders; for example, health providers, government, community and not-for-profit organisations, and patients.

Convenor(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0

MCOM39-13A (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 as well as the use of project management software. The paper will cover all aspects of event planning. Students will research and design an event, prepare budgets and develop risk management strategies as well as prepare communication plans for the event.

Convenor(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0
Restriction(s): MCOM239

MCOM40-13A (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

HRMG341-13A (HAM)

Managerial Behaviour (Points:20)

Please refer to Human Resource Management
HRMG342-13B (HAM), 13B (TGA)
Human Resource Management (Points:20)

Please refer to Human Resource Management

MCOM380-13S (HAM)
Special Topic (Points:20)

This paper will examine the reality of organisation communication that takes place in small groups and teams. The paper will address the gap between the practice and theory of teamwork.

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

MCOM387-13A (HAM), 13B (HAM), 13C (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 Co-ordinator

MCOM390-13A (HAM), 13B (HAM), 13Y (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(s): Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

MCOM392-13A (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
MCOM399-13B (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):** Dr Margalit Toledano  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** Either MCOM398 or a grade of B+ or higher in MCOM392  
**Restriction(s):** MKTG399

**Note(s):** This paper is only available for BCS students taking two majors from the following list: Management Communication, Marketing, and Public Relations.

HRMG402-13B (HAM)

**Human Resource Management and Practice (Points: 20)**

Please refer to Human Resource Management

MCOM430-13B (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 Cheryl Cockburn-Wootten  
**Internal assessment/Exam ratio:** 1:0  
**Restriction(s):** MCOM330

STMG430-13B (HAM)

**Management Technology and Organisation (Points: 20)**

Please refer to Strategic Management

MCOM431-13B (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):** AProf Shiv Ganesh  
**Internal assessment/Exam ratio:** 1:0  
**Restriction(s):** MCOM336
MCOM432-13A (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.

Convenor(s): Dr Alison Henderson
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MCOM292 is recommended
Restriction(s): MCOM332

MCOM476-13A (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): Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM480-13S (HAM)
Special Topic (Points: 20)
This paper will examine the reality of organisation communication that takes place in small groups and teams. The paper will address the gap between the practice and theory of teamwork.

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

MCOM490-13A (HAM), 13B (HAM), 13Y (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(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
MCOM499-13C (HAM), 13D (HAM), 13E (HAM), 13F (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 Co-ordinator. Students who wish to enrol in F Semester need to have their topic approved and a supervisor in place before enrolling.

For Semester 13C (HAM)
Convenor(s): Dr Fabrice Desmarais

For Semester 13D (HAM) and 13E (HAM) and 13F (HAM)
Internal assessment/Exam ratio: Not available at time of printing
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

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

MCOM502-13A (HAM)

Managing Virtual Team Communication (Points: 15)

Managing and participating in teams is a feature of organisational life and the everyday workplace. Increasingly, work teams are dependent on communication technologies for effective communication. This paper investigates theory and practice of team communication with specific reference to virtual team work and the capacities of communication technologies to influence team management and experience.

Convenor(s): Dr Mary Simpson
Internal assessment/Exam ratio: 1:0

MCOM503-13A (HAM)

Networking (Points: 15)

The communicative logic of networking pervades contemporary organisational forms and public communication practices, as well as individual career trajectories. Accordingly, this paper provides students with an overview of research and practice-related trends in the study of communication networks, networking practices, and networking and public culture.

Convenor(s): AProf Shiv Ganesh
Internal assessment/Exam ratio: 1:0

MCOM508-13B (HAM)

Communications for Investor Relations (Points: 15)

This paper studies basic terminology, social responsibilities, legal aspects and ethics involved in communication for companies and financial organisations. It analyses the communication used by organisations to relate to investors and has practical applications for future communication and general managers.

Convenor(s): Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
MCOM509-13N (HAM)
**Organisational Futures and Global Trends** *(Points: 15)*

This paper focuses on global trends and futures through environmental scanning research and methods. It looks at foresight planning by informed analysis of current trends and future predictions. It also examines and explores different methods for conducting targeted research into specific areas of future interest.

**Convenor(s):** Prof David McKie  
**Internal assessment/Exam ratio:** 1:0  
**Note(s):** This paper runs over a six-week period during Semester B, weeks 36-41 (2 Sept – 13 Oct).

MCOM510-13M (HAM)
**Applied Communication Analysis Part 1** *(Points: 15)*

The objective of this paper is to understand how to conduct analysis and disseminate findings about questions about communication. This paper provides an introduction to analysis of quantitative and qualitative data and to disseminating the results of these analyses.

**Convenor(s):** Prof John Oetzel  
**Internal assessment/Exam ratio:** 1:0  
**Note(s):** This paper runs over a six-week period during Semester B, weeks 28-33 (8 Jul – 18 Aug).

MCOM511-13N (HAM)
**Applied Communication Analysis Part 2** *(Points: 15)*

The objective of this paper is to develop a deeper understanding of how to conduct analysis and disseminate results. It includes advanced data analysis, using quantitative and qualitative analysis together, and the dissemination of findings to various audiences.

**Convenor(s):** Prof John Oetzel  
**Internal assessment/Exam ratio:** 1:0  
**Note(s):** This paper runs over a six-week period during Semester B, weeks 36-41 (2 Sep – 13 Oct).

MCOM532-13B (HAM)
**Public Relations Cases** *(Points: 15)*

This paper focuses on communication case studies which highlight the practical and ethical dilemmas confronting public relations professionals. It will provide students with the ability to apply public relations concepts in a diverse range of contexts.

**Convenor(s):** Dr Michèle Schoenberger-Orgad  
**Internal assessment/Exam ratio:** 1:0

MCOM578-13M (HAM)
**Global Sustainability Issues for Organisations** *(Points: 15)*

This paper explores economic, social and environmental issues that face the leaders of tomorrow, all of which are key to the sustainability of organisations and the reinvention of organisational identities.

**Convenor(s):** Prof Juliet Roper  
**Internal assessment/Exam ratio:** 1:0  
**Note(s):** This paper runs over a six-week period during Semester B, weeks 28-33 (8 Jul – 18 Aug).
MCOM579-13B (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): AProf Debashish Munshi
Internal assessment/Exam ratio: 1:0

MCOM583-13A (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

MCOM585-13A (HAM)
Public Relations: Context and Applications (Points:30)
This advanced paper takes a critical approach to public relations and examines the strategic interrelationships between corporates and their stakeholders in key areas of public relations: identity and image, issues management, risk and crisis management, corporate social responsibility and the use of social media in public relations. 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. The paper also provides a practical element by developing scenarios for analysis from the PR practitioner’s perspective. It explores the ways in which strategic interrelationships can be understood and managed, and the implications of these relationships for ethical public relations practice.

Convenor(s): Dr Michèle Schoenberger-Orgad
Internal assessment/Exam ratio: 1:0

MCOM587-13A (HAM), 13B (HAM), 13C (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 supervisor) and site mentor (sponsor) and to build a professional experience portfolio. Students are responsible for finding their own internship position.

Convenor(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 Co-ordinator
MCOM589-13A (HAM), 13B (HAM), 13S (HAM)

Directed Study (Points: 15)

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(s): Students are required to identify a topic, arrange a supervisor before enrolling in this paper.

MCOM590-13A (HAM), 13B (HAM), 13S (HAM), 13Y (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(s): Students are required to identify a topic and arrange a supervisor before enrolling in this paper.

MCOM591-13C (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): MNGT501

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

MCOM592-13C (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): MNGT501

Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
MCOM593-13C (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 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): MNGT501

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

MCOM594-13C (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): MNGT501

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

MCOM599-13C (HAM), 13D (HAM), 13E (HAM), 13F (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
» Decision-making
» Electronic Business
» Electronic Commerce
» Information Technology
» Project Management
» Supply Chain Management

CAREERS
» Business Analyst
» Electronic Commerce Consultant
» Information Technology Consultant
» Operations Manager
» Project Manager
» Supply Chain Manager
» Systems Developer

EMPLOYERS
» Government Departments
» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Medium sized Domestic Companies

WHY CHOOSE MANAGEMENT SYSTEMS?
Organisations can no longer 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 co-ordinated 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 the combination of web-based technologies combined with strong information channels that deliver the data necessary for decision-making and, through fluid supply-chains, ensuring well-connected and efficient flows of materials.

As a Management Systems student, you’ll be challenged to learn how these efficiencies are created and maintained. As a Management Systems graduate, you’ll realise just how valuable your knowledge and expertise is.
AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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CONTACTS FOR MANAGEMENT SYSTEMS

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Email: kooi@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Postgraduate Certificate (PGCert)**

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

*Note(s):* If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Postgraduate Diploma (PGDip)**

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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.

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 258 can be counted towards your qualification and subject.

*Note(s):* 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Master of Management Studies (MMS)**

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met

» Take MNGT501 Research Methods in Management Studies (unless passed previously)

» Take a dissertation or thesis

» Submit a Portfolio of Achievement (see qualification information for further details).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 258 can be counted towards your qualification and subject.

*Note(s):* 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 (MPhil) and Doctor of Philosophy (PhD)**

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. 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 research interest is in the area of manufacturing systems modelling and supply chain management. He would like to supervise research in the broad areas of operations/supply chain management. His orientation in research methodology is primarily quantitative.

**Dr John Buchanan**'s research centres on managerial decision-making: how decisions are made and how decisions could/should be made. This covers behavioural decision-making, multiple criteria decision-making and aiding, and the philosophy of decision-making. He has supervised PhD students in the areas of: decision models for agricultural policy and for the hotel industry, problem structuring and expert decision-making. He also maintains a research interest in teaching and learning.

**Professor Jim Corner** has specialised in the area of decision-making with a specific emphasis on multi-attribute/multi-objective decision-making, decision analysis, knowledge management, systems intelligence, 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, quality management, 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. His current research also includes the sophistication of e-local government, and IT project management competencies. Much of Dr Dillon’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 knowledge management, adoption of internet banking, investigating alignment between websites and business strategy, agreement in computer mediated groups, groupware and process improvement, end-user computing satisfaction and industrial computing languages.

**Dr Karyn Rastrick**'s research interests include understanding the development and use of information systems in organisations, management of collaborative projects (particularly critical incidents) and strategic theories such as the resource-based view. Dr Rastrick'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 leadership, knowledge management, organisational learning and learning organisation. His research looks at theory development and applications in inter and intra organisational contexts. He has undertaken research in the manufacturing and service based industries and is versed in both qualitative and quantitative research methods.
PAPER DETAILS

MSYS111-13A (HAM), 13A (TGA), 13A (WIT), 13B (HAM), 13B (TGA)
Integrated Thinking: E-Business and Supply Chain Management (Points:15)

This paper addresses e-business systems and supply chain systems from an integrated or systemic perspective. E-business and supply chains are the context; we consider their increasing influence on management theory and practice, their own interconnectedness, and through this context students will be exposed to practice – in real-life case studies and in their own group and class interactions.

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

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

MSYS121-13B (HAM), 13S (NET)
The World of Electronic Commerce (Points:15)

At a fundamental level, electronic commerce involves the exchange of products, services and information using the internet. However, electronic commerce involves much more today and has had a dramatic change on the way in which we connect with business, government, and each other. This paper provides an introduction to all aspects of electronic commerce.

For Semester 13B (HAM)
Convenor(s): Dr Stuart Dillon

For Semester 13S (NET)
Convenor(s): Dr John Buchanan
Internal assessment/Exam ratio: 1:0
Restriction(s): MSYS221

Note(s): The NET paper offering is taught fully online. There are no physical lectures or computer workshops to attend. If you aren’t able to utilise the University labs, you will need a computer with a broadband connection.

MSYS212-13B (HAM)
Smart Technologies and Online Social Media (Points:20)

Business engagement with online social media and smart mobile devices promises to change the face of personal and organisational knowledge management. This paper addresses the socio-cultural and business implications of such smart mobile technologies to prepare students for their future business careers in a web-connected world. Class sessions include lectures, discussions and student-led conversations.

Convenor(s): Dr Karyn Rastrick
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent

MSYS219-13C (NET)
Industry Experience 1 (Points:20)

This paper, usually taken between first and second year, facilitates practical experience in an industry placement. Students who have completed five academic courses are based in a host organisation they find for 4-13 weeks, and host organisations may be in New Zealand or overseas. Students will also 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 self-selected research topics.

Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Electronic Commerce Overview (Points: 20)

Electronic commerce is pervasive and impacts our business and private lives. This paper introduces the key concepts associated with this ever-evolving field. Lectures provide an overview of electronic commerce while the web-based practicals provide exposure to a number of EC development approaches with a particular emphasis on web services and mobile applications.

For Semester 13B (HAM)
Convenor(s): Dr Stuart Dillon

For Semester 13S (NET)
Convenor(s): Dr John Buchanan
Internal assessment/Exam ratio: 1:0
Restriction(s): MSYS121

Note(s): The NET paper offering is taught fully online. There are no physical lectures or computer workshops to attend. If you aren’t able to utilise the University labs, you will need a computer with a broadband connection.

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): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent

Industry Experience 2 (Points: 20)

This paper, usually taken between second and third year, facilitates practical experience in an industry placement. Students who have completed twelve academic courses are based in a host organisation they find for 4-13 weeks, and host organisations may be in New Zealand or overseas. Students will also 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 self-selected research topics.

Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0

Managerial Decision Making (Points: 20)

This paper gives you tools and techniques for making better quality decisions in both your personal and professional lives. This could be a life changing experience for the engaged student.

Convenor(s): Prof Jim Corner
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS435
E-Business: IT Strategy in Action (Points: 20)

This paper focuses on the use and management of information technology to deliver business value. The focus is 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
Restriction(s): MSYS451

E-Business Implementation (Points: 20)

This paper deals with the selection and installation of enterprise software systems, and is supported with hands-on practicals on SAP, which do not require programming skills. Guest speakers, a field trip, and an applied group project also contribute to learning. Today, many organisations buy and customise packaged enterprise systems like SAP, rather than build it from scratch, and the basic experience this course delivers may be very helpful to entering a career in this area.

Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS458

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): AProf Eric Deakins
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS465

Project Management (Points: 20)

More and more organisations are using project management methods in order to survive and prosper in today's competitive world. This paper introduces basic principles of efficient and effective management of projects. Students who pass this paper will be able to conceive of, structure, schedule, and manage most types of organisational projects. Students from any academic background should find this paper valuable in day-to-day life and in their future careers.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS466
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 maximise 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

Every company is a part of multiple supply chains for producing products and services, 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

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

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

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

This paper gives you tools and techniques for making better quality decisions in both your personal and professional lives. This could be a life changing experience for the engaged student.

Convenor(s): Prof Jim Corner
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS111 or equivalent
Restriction(s): MSYS335
MSYS451-13A (HAM)
**Advanced E-Business: IT Strategy in Action (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

MSYS458-13B (HAM)
**Advanced E-Business Implementation (Points: 20)**
This paper is an advanced version of MSYS358. It includes additional content and assessment.

**Convenor(s):** Prof Bob McQueen  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** MSYS111 or equivalent  
**Restriction(s):** MSYS358

MSYS465-13B (HAM)
**Advanced Business Analysis and Consultancy (Points: 20)**
This paper is an advanced version of MSYS365. It includes additional content and assessment.

**Convenor(s):** AProf Eric Deakins  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** MSYS111 or equivalent  
**Restriction(s):** MSYS365

MSYS466-13A (HAM)
**Advanced Project Management (Points: 20)**
This paper is an advanced version of MSYS366. It includes additional content and assessment.

**Convenor(s):** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisite(s):** MSYS111 or equivalent  
**Restriction(s):** MSYS366

MSYS476-13B (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

MSYS477-13A (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
MSYS490-13A (HAM), 13B (HAM), 13C (HAM)

**Directed Study (Points:20)**

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

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

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

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

MSYS499-13C (HAM), 13F (HAM), 13G (HAM), 13H (HAM), 13I (HAM), 13J (HAM), 13K (HAM), 13L (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 Co-ordinator, or with staff in their interest area who may also be able to help with Management Decision Making, Computer Based Information Systems or Operations Management topics. Admission is at the discretion of the Department Chairperson.

**Convener(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):** MSYS599

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

**Research Methods in Management Studies (Points:30)**

Please refer to Dean’s Office/Management

MSYS555-13A (HAM)

**E-Business Investigation (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.

**Convener(s):** AProf Eric Deakins

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

**Prerequisite(s):** MSYS351 or equivalent

MSYS558-13B (HAM)

**Contemporary Issues in E-Business (Points:30)**

As new electronic technologies emerge, businesses are faced with many challenges about how to best address the opportunities and threats such technologies present. This seminar and discussion-based paper addresses a range of topical issues associated with e-business and the crucial role they play in the modern-day, global business environment. Particular attention will be given to the role of social networking technologies in business. Students will have an opportunity to investigate related issues of personal interest.

**Convener(s):** Dr Stuart Dillon

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

**Prerequisite(s):** MSYS351/MSYS451 or equivalent

www.management.ac.nz
MSYS561-13T (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): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0

MSYS576-13B (HAM)

21st Century Logistics (Points: 30)

In today’s competitive supply chain management environment, excellent and sustainable management of an organisation’s logistics resources is vital. This course is concerned with making the procurement, logistics and customer-facing activities effective so that the logistics function can enable the organisation to be competitive. This paper is a treatment, at an advanced level, of a selection of topics in logistics management such as service logistics, transportation, distribution, logistics risk mitigation, 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
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MSYS376 or MSYS377 or equivalent

MSYS577-13A (HAM)

E-Enabled Agile Supply Chains (Points: 30)

Agility is at the cutting edge of supply chain management and is a leading strategy for competing in today’s highly competitive global marketplace; and successful agile supply chains are critically dependent on e-business strategies and systems. This paper is based on foundational and current readings in agile and e-enabled supply chains. Assessment has been designed to provide students opportunity to demonstrate their understanding of the material and its connection with the business world.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): one of MSYS376, MSYS377, MSYS455, MSYS477 or MSYS576, or equivalent

MSYS590-13A (HAM), 13B (HAM), 13C (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

Note(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
MANAGEMENT SYSTEMS

MSYS591-13C (HAM)
Management Systems Dissertation (Points:30)
A report on the findings of a theoretical or empirical investigation.
Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MNGT501
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MSYS592-13C (HAM)
Management Systems Dissertation (Points:60)
A report on the findings of a theoretical or empirical investigation.
Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MNGT501
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MSYS593-13C (HAM)
Management Systems Thesis (Points:90)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MNGT501
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MSYS594-13C (HAM)
Management Systems Thesis (Points:120)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor(s): Prof Bob McQueen
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MNGT501
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MSYS599-13C (HAM), 13F (HAM), 13G (HAM), 13H (HAM), 13I (HAM), 13J (HAM), 13K (HAM), 13L (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): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisite(s): All 100, 200 and 300 level BMS compulsory papers
Restriction(s): MSYS499
WHY CHOOSE MARKETING?

In everyday life marketing surrounds 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, campaigns and advertising.

Marketing is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.
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MARKETING

CONTACTS FOR MARKETING

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include:

» MKTG251 Marketing Strategy
» MKTG352 Marketing Research

Paper offerings can change; those listed in the table on page 270 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Marketing as a second major for the BMS then MNGT221 can be counted towards this major. MKTG355 is a prerequisite paper for MKTG499/599.
MARKETING

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Marketing are that you must include:

» MKTG251 Marketing Strategy
» MKTG352 Marketing Research

Don’t forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 270 can be counted towards your major.
You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Marketing as a second major for the BMS(Hons) then MNGT221 can be counted towards this major. MKTG355 is a prerequisite paper for MKTG499/599.

Bachelor of Electronic Commerce (BECom)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include:

» MKTG251 Marketing Strategy
» MKTG352 Marketing Research
» MSYS319 Industry Experience 2 (see note below)
» STMG346 Managing Innovation

Paper offerings can change; those listed in the table on page 270 can be counted towards your major.
You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Marketing as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.

Bachelor of Communication Studies (BCS)

To complete the requirements for a BCS major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include:

» MKTG251 Marketing Strategy
» MKTG355 Consumer Behaviour
» MKTG352 Marketing Research
And choose 40 points from:
  » MKTG353 International Marketing
  » MKTG354/454 Marketing of Services
  » MKTG356/456 Sport Marketing
  » MKTG357 Retail Management
  » MKTG358/458 Relationship Marketing
  » MKTG371/471 Strategic Brand Management
  » MKTG372 Managing Creativity and Innovation
  » MKTG375/475 Marketing Interactions
  » MKTG451 Applied Marketing Strategy
  » MKTG452 Reaching Customers via New Media

Paper offerings can change; those listed in the table on page 270 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): **MCOM220 can be counted towards Marketing if it is your second major for this qualification.**

**Bachelor of Communication Studies with Honours (BCS(Hons))**

To complete the requirements for the BCS(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include at least 60 points from:
  » 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

Note(s): **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**

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above.

You must also include:
  » MKTG209 Principles of Marketing
  » MKTG251 Marketing Strategy

Paper offerings can change; those listed in the table on page 270 can be counted towards your major.
MARKETING

Graduate Certificate (GradCert)
To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Graduate Diploma (GradDip)
To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:
» MKTG209 Principles of Marketing
» MKTG251 Marketing Strategy

Please 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.

Paper offerings can change; those listed in the table on page 270 can be counted towards your qualification and subject.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Diploma (PGDip)
To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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.

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 270 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met

» Take MNGT501 Research Methods in Management Studies (unless passed previously)

» Take a dissertation or thesis

» Submit a Portfolio of Achievement (see qualification information for further details).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 270 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)

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.

Associate Professor Roger Brooksbank is interested in the managerial aspects of marketing. He has a background as a small business marketing practitioner. This is reflected in his main areas of research interest which include all aspects of marketing competitiveness and marketing strategy within small and medium sized enterprises.

Associate Professor Carolyn Costley studies consumers from both macro and micro perspectives. Her macro-marketing research stream explores marketing effects on consumers’ lives and well-being. Specific topics in this stream include happiness, respect, and ethical issues in consumer research while another research stream investigates communication modalities (visual, verbal, audio) and consumers’ brand perceptions. Experimental methods support this research, eg visual research and reporting methods such as video and photo essay.

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 Mark Kilgour has a background in international importing and private consultancy. His main areas of research include major thought-processing theories such as categorisation and cognitive structures and their application to learning, promotion, and creativity. His other major research interests are in the areas of international marketing and cross-cultural training. Dr Kilgour 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 Valentyna Melnyk's research interests are in two main areas. The first one is in cross-cultural effects of marketing mix instruments, particularly effects of foreign branding on purchase behaviour and effects of cross-cultural advertising. Secondly, Dr Melnyk’s research sheds light on the antecedents of customer loyalty and the extent to which it can be enhanced by loyalty programmes. Dr Melnyk uses quantitative (multivariate) methods and regression-based models.
Professor Harald van Heerde's background is in econometrics, and in his research he develops quantitative models that enable managers to make improved marketing decisions. These regression-type models link marketing inputs (e.g., the marketing mix) to performance measures such as sales. In these studies he uses various econometric approaches such as regression models, Tobit models, Vector Error Correction Models, Bayesian estimation, time-varying parameter models and nonparametric estimation. Professor van Heerde is interested in supervising PhD research that looks at new problems in the area of measuring marketing effectiveness, preferably using new, large data sets on purchases or transactions.

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. He is interested in supervising critical, reflective research on internal marketing, marketing communication, relationship marketing, and sustainable marketing.

Adjunct Supervisor

Associate Professor 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

**MKTG151-13A (HAM), 13B (HAM), 13S (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 13A (HAM)**

Convenor(s): Dr Mary FitzPatrick

**For Semester 13S (HAM), 13B (HAM)**

Convenor(s): Dr Mark Kilgour

*Internal assessment/Exam ratio:* 1:1

*Restriction(s):* MKTG209

**MKTG209-13A (HAM), 13B (HAM), 13S (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 13A (HAM)**

Convenor(s): Dr Mary FitzPatrick

**For Semester 13S (HAM), 13B (HAM)**

Convenor(s): Dr Mark Kilgour

*Internal assessment/Exam ratio:* 1:1

*Restriction(s):* MKTG151

**Note(s):** This paper is not available to students enrolled in the BMS or BECom degrees.

www.management.ac.nz
MKTG251-13A (HAM), 13B (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

MKTG255-13A (HAM), 13B (HAM)

Consumer Behaviour (Points: 20)

This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.

For Semester 13A (HAM) and 13A (TGA)
Convenor(s): Dr Valentyna Melnyk

For Semester 13B (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG355

MSYS319-13C (NET)

Industry Experience 2 (Points: 20)

Please refer to Management Systems

MKTG352-13A (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

MKTG353-13B (HAM)

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 Linda Hollebeek
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG151 or MKTG209 or with approval of the Chairperson of Department
Restriction(s): AGRI303 and MKTG453
MKTG354-13A (HAM), 13A (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

MKTG355-13A (HAM), 13A (TGA), 13B (HAM)

Consumer Behaviour (Points: 20)
This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.

For Semester 13A (HAM) and 13A (TGA)
Convenor(s): Dr Valentyna Melnyk
For Semester 13B (HAM)
Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209
Restriction(s): MKTG255 and MKTG455

MKTG356-13B (HAM), 13B (TGA)

Sport Marketing (Points: 20)
A study of marketing elements as they apply to the marketing of sport.

Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209 or SPLS201
Restriction(s): MKTG456

MKTG358-13A (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
Restriction(s): MKTG458

MKTG359-13B (HAM), 13B (TGA)

Professional Selling (Points: 20)
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 theory translates into practice.

Convenor(s): AProf Roger Brooksbank
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG251 or MKTG351
Restriction(s): MKTG459

www.management.ac.nz
MKTG371-13B (HAM), 13B (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.

Convenor(s): AProf Carolyn Costley
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251 or MKTG351
Restriction(s): MKTG471

MKTG372-13B (HAM)

**Managing 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): Dr Mark Kilgour
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG151 or MKTG209 or with the approval of Chairperson of Department
Restriction(s): MKTG472

MKTG375-13A (HAM)

**Marketing Interactions (Points: 20)**

This paper reflectively examines the principles and practices of informative and communicative marketing interaction 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
Restriction(s): MKTG475

MKTG390-13S (HAM)

**Directed Study (Points: 20)**

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

Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0

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

MKTG452-13A (HAM)

**Reaching Customers via New Media (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): Dr Linda Hollebeek
Internal assessment/Exam ratio: 1:1
Prerequisite(s): MKTG251 or MKTG351
MARKETING

MKTG453-13B (HAM)
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 Linda Hollebeek
Internal assessment/Exam ratio: 2:1
Prerequisite(s): MKTG251 or MKTG351
Restriction(s): MKTG353 and AGRI303

MKTG454-13A (HAM), 13A (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

MKTG456-13B (HAM), 13B (TGA)
Sport Marketing (Points:20)
A study of marketing elements as they apply to the marketing of sport.

Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 2:1

MKTG458-13A (HAM), 13A (TGA)
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
Restriction(s): MKTG358

MKTG459-13B (HAM), 13B (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
Restriction(s): MKTG359
MKTG471-13B (HAM), 13B (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
Restriction(s): MKTG371

MKTG475-13A (HAM)

Marketing Interactions (Points: 20)

This paper reflectively and critically examines the principles and practices of informative and communicative marketing interaction in the online age of social networking and social media, and in the context of contemporary digital culture and the emerging societal consciousness of a sustainability imperative.

Convenor(s): Prof Richard Varey
Internal assessment/Exam ratio: 1:0
Prerequisite(s): MKTG251
Restriction(s): MKTG375

MKTG490-13S (HAM)

Directed Study (Points: 20)

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

Convenor(s): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0

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

MKTG499-13C (HAM), 13C (TGA), 13M (HAM), 13M (TGA), 13N (HAM), 13N (TGA), 13O (HAM), 13O (TGA), 13P (HAM), 13P (TGA)

Report of an Investigation (Points: 20)

Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Convenor(s): Prof Richard Varey
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
MARKETING

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)
Research Methods in Management Studies (Points:30)

Please refer to Dean’s Office/Management

MKTG551-13A (HAM)
Developments in Marketing Strategy (Points:30)

This advanced level paper uses a student-centred seminar format to explore developments in the marketing literature. Students study both current and classic developments in knowledge about marketing strategy. Selecting a few topics for in-depth study allows students to critically evaluate and extend ideas from the literature. Topics may include market orientation, brand management, new products, pricing, advertising, and others. While earlier marketing strategy courses emphasise what marketing strategy entails and how to make strategy decisions, this course focuses on why.

Convenor(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 Department Chairperson

MKTG553-13A (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 Department Chairperson

MKTG554-13B (HAM)
Service Marketing (Points:30)

This paper examines the theoretical underpinnings and practical applications of selected services marketing topics. Through theoretical analysis, it examines the complexity and difficulties in creating, managing, and evaluating services.

Convenor(s): Not available at time of printing
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 Department Chairperson
MKTG555-13B (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.

**Convener(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 Department Chairperson

MKTG558-13C (HAM)

**Creativity and Marketing (Points: 15)**

Emphasising the importance and role of creativity in marketing, this paper covers: product applications, motivation and creativity, creating creative environments, evaluation, advertising and NPD, creative thinking processes, and judging creativity.

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

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

MKTG590-13S (HAM)

**Directed Study (Points: 30)**

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

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

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

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

MKTG591-13C (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.

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

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

**Note(s):** The Guideline for Research Course form must be approved by the Department's Graduate Convenor prior to enrolment in this paper.
MARKETING

MKTG592-13C (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): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0
Note(s): The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG593-13C (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): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0
Note(s): The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG594-13C (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): Dr Mark Kilgour
Internal assessment/Exam ratio: 1:0
Note(s): The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MKTG599-13C (HAM), 13M (HAM), 13N (HAM), 13O (HAM), 13P (HAM)
Report of an Investigation (Points: 30)
A 599 Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS(Hons) degree. 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): Prof Richard Varey
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 (or PR) is the business of relationships involving two-way communication between an organisation and the groups or individuals it deals with.

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; for details of these please see Qualification and Specific Subject Requirements. If you are not enrolled in a bachelor’s degree that lists Public Relations as an available subject you may still take it as a second major; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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<th>Level</th>
<th>Paper Code</th>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include:

- MCOM233 Public Relations Practices
- MCOM333 Public Relations Campaigns
- MCOM335 Media and Public Relations
- MCOM432 Professional and Public Relations Writing

And choose 40 points from:

- MCOM220 Communication Theory and Research
- MCOM227/337 Advertising, Branding and Identity Online
- MCOM231 Interpersonal Communication
- MCOM238 Communication, Health and Well-being
- MCOM292 Business Communication
- MCOM239/339 Events and Communication Management
- MCOM330/430 Professional Speaking and Speechwriting
- MCOM334/434 Public Relations Cases
- MCOM336/431 Negotiation and Persuasion
- MCOM338 Communication Interventions
- MCOM340 Communicating Social Change
- MCOM387 Communication Internship
- MCOM390 Directed Study
- MCOM476 Communicating Across Cultures
- MCOM490 Directed Study

Paper offerings can change; those listed in the table on page 286 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

*Note(s):* If you are taking Public Relations as a second major for the BMS then MNGT221 can be counted towards this major.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Public Relations are that you must include:

- MCOM233 Public Relations Practices
- MCOM333 Public Relations Campaigns
- MCOM335 Media and Public Relations
- MCOM432 Professional and Public Relations Writing
- MCOM585 Public Relations: Context and Applications

And choose 30 points from (see note below):

- MCOM501 Meaningful Work and Wellbeing
- MCOM502 Managing Virtual Team Communication
- MCOM503 Networking
- MCOM504 Organisational Change and Communication
- MCOM505 Internal Communication: Best Practice
- MCOM506 Reputation Management
- MCOM507 Sport Communication
- MCOM508 Communication for Investor Relations
- MCOM509 Organisational Futures and Global Trends
- MCOM510 Applied Communication Analysis Part 1
- MCOM511 Applied Communication Analysis Part 2
- MCOM530 Communication Research Methods
- MCOM532 Public Relations Cases
- MCOM566 Special Topic
- MCOM578 Global Sustainability Issues for Organisations
- MCOM582 Public Relations in the Culture Industries
- MCOM587 Communication Internship

Don't forget, you must pass 120 points at 500 level for the qualification and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 286 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Public Relations as a second major for the BMS(Hons) then MNGT221 can be counted towards this major in place of the 30 point elective paper requirement.
Bachelor of Communication Studies (BCS)

To complete the requirements for a BCS major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include:

» 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
» MCOM227/337 Advertising, Branding and Identity Online
» MCOM231 Interpersonal Communication
» MCOM238 Communication, Health and Well-being
» MCOM292 Business Communication
» MCOM239/339 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM334/434 Public Relations Cases
» MCOM336/431 Negotiation and Persuasion
» MCOM338 Communication Interventions
» MCOM340 Communicating Social Change
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM399 Communication Investigation in the Workplace (see notes below)
» MCOM476 Communicating Across Cultures
» MCOM490 Directed Study

Note(s): MCOM220 can be counted towards Public Relations if it is your second major for this qualification. 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))

To complete the requirements for the BCS(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include:

» MCOM585 Public Relations: Context and Applications

And choose at least 30 points from:

» MCOM509 Organisational Futures and Global Trends
» MCOM578 Global Sustainability Issues for Organisations
» MCOM582 Public Relations in the Culture Industries

And no more than 60 points from:

» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication: Best Practices
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM508 Communication for Investor Relations
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM530 Communication Research Methods
» MCOM532 Public Relations Cases
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies

Note(s): 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.
Bachelor of Electronic Commerce (BECom)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include:

- MCOM233 Public Relations Practices
- MCOM332 Professional and Public Relations Writing
- MCOM333 Public Relations Campaigns
- MSYS319 Industry Experience 2 (see note below)

Paper offerings can change; those listed in the table on page 286 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Public Relations as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for this qualification.

Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

- MCOM233 Public Relations Practices
- MCOM235 Media and Public Relations
- MCOM332 Professional and Public Relations Writing
- MCOM333 Public Relations Campaigns

Paper offerings can change; those listed in the table on page 286 can be counted towards your major.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Graduate Diploma (GradDip)
To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

» MCOM233 Public Relations Practices
» MCOM332 Professional and Public Relations Writing
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations

And choose 40 points from:

» MCOM239/339 Events and Communication Management
» MCOM334/434 Public Relations Cases
» MCOM336/431 Negotiation and Persuasion
» MCOM337 Advertising, Branding and Identity Online
» MCOM338 Communication Interventions
» MCOM340 Communicating Social Change
» MCOM476 Communicating Across Cultures

Please 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.

Paper offerings can change; those listed in the table on page 286 can be counted towards your qualification and subject.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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 must follow an approved programme of study which includes:

- MCOM585 Public Relations: Context and Applications
- And choose at least 30 points from:
  - MCOM509 Organisational Futures and Global Trends
  - MCOM578 Global Sustainability Issues for Organisations
  - MCOM582 Public Relations in the Culture Industries
- And choose no more than 60 points from:
  - MCOM501 Meaningful Work and Wellbeing
  - MCOM502 Managing Virtual Team Communication
  - MCOM503 Networking
  - MCOM504 Organisational Change and Communication
  - MCOM505 Internal Communication: Best Practices
  - MCOM506 Reputation Management
  - MCOM507 Sport Communication
  - MCOM508 Communication for Investor Relations
  - MCOM510 Applied Communication Analysis Part 1
  - MCOM511 Applied Communication Analysis Part 2
  - MCOM530 Communication Research Methods
  - MCOM532 Public Relations Cases
  - MCOM566 Special Topic
  - MCOM576 Intercultural Communication
  - MCOM579 Communication in Organisations
  - MCOM583 Communication and Leadership
  - MCOM587 Communication Internship
  - MCOM590 Directed Study
  - MCOM591 Dissertation
  - MNGT501 Research Methods in Management Studies

Paper offerings can change; those listed in the table on page 286 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include (unless passed previously):

» MCOM585 Public Relations: Context and Applications

And choose at least 30 points from (unless passed previously):

» MCOM509 Organisational Futures and Global Trends
» MCOM578 Global Sustainability Issues for Organisations
» MCOM582 Public Relations in the Culture Industries

All students may choose any additional papers required from:

» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication: Best Practice
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM508 Communication for Investor Relations
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM530 Communication Research Methods
» MCOM532 Public Relations Cases
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MKTG551 Developments in Marketing Strategy
» MKTG552 Advanced Advertising Strategy
» MKTG554 Service Marketing

Paper offerings can change; those listed in the table on page 286 can be counted towards your qualification and subject.

Note(s): 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 Professional Management (MPM)

The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However all students must:

» Submit a Portfolio of Achievement (see qualification information for further details)

The specific requirements for the field of Public Relations were not available at the time of printing as this programme is subject to external approval processes; if approved it may be available in 2013.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)

Contact the Department’s Graduate Convenor.
We are always pleased to consider applications for theses. Our current doctoral supervisors and their areas of interest are as follows:

**Adjunct Professor George Cheney** specialises in the area of organisational communication, having strong secondary interests in rhetorical and social criticism and critical discourse analysis. His research draws upon both social-scientific and humanistic traditions in an effort to understand better organisational experience and to enhance contemporary work life. His current research centres on such topics as organisational identity, employee participation and workplace democracy, patterns in corporate public discourse (especially public relations and marketing), and business ethics.

**Dr Cheryl Cockburn-Wootten** is interested in identity, gender and emotion, in relation to organisational communication and management studies. Her other interests are in theoretical, epistemological debates within the qualitative research field and she enjoys unravelling the 'Gordian Knot' of paradigms!

**Dr Fabrice Desmarais’** 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), and tourism (advertising as tourism space). His 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, including both social media and biotechnologies, 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 wide range of interests in qualitative research with an emphasis on emergent methods (eg action research, appreciative inquiry, grounded theory). Professor McKie’s current areas include: action learning and action research; applying Complexity theory; Blue Ocean strategy; change management; consultancy; creativity; emotional intelligence; entrepreneurship; futures innovation; leadership; leadership development framework; learning histories; 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’s** research uses qualitative methodologies to examine cross-sectoral (primarily political and business) approaches to sustainability. Her current research includes a Marsden funded project on New Zealand’s sustainability positioning; an international collaboration on transparency in sustainability reporting; and a longitudinal study of New Zealand business adoption of sustainable practices. These projects take different approaches, but include analysis of media commentary (national and international), environmental communication, public policy, election campaigns, and corporate communication. Professor Roper is interested in supervision of projects that fit within this broad agenda.

**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. Dr Schoenberger-Orgad’s 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** research interests focus on public relations, PR ethics and sustainability, international PR, history of PR as a profession, professional competition with advertising and marketing, social marketing and PR, professional organisations, lobbying and public affairs, fundraising and internal communication.

**Professor C Kay Weaver** is a media and public relations researcher and theorist. She has published widely on representations of crime, violence and gender, and more recently on public relations contribution to the formation of culture in a globalised world. She has a special interest in organisational public relations and activist framing of social issues, particularly genetic technologies. Her research draws on a range of theoretical and methodological approaches including critical analysis, discourse theory, theories of reception and communication effects.

[www.management.ac.nz](http://www.management.ac.nz)
PAPER DETAILS

MCOM200-13A (HAM), 13B (HAM), 13S (HAM)
Management Communication (Points:20)
Please refer to Management Communication

MCOM220-13B (HAM)
Communication Theory and Research (Points:20)
Please refer to Management Communication

MCOM227-13A (HAM)
Advertising, Branding and Identity Online (Points:20)
Please refer to Management Communication

MCOM231-13A (HAM)
Interpersonal Communication (Points:20)
Please refer to Management Communication

MCOM233-13A (HAM), 13A (TGA)
Public Relations Practices (Points:20)
Please refer to Management Communication

MCOM235-13B (HAM)
Media and Public Relations (Points:20)
Please refer to Management Communication

MCOM238-13B (HAM)
Communication, Health and Wellbeing (Points:20)
Please refer to Management Communication

MCOM239-13A (HAM)
Events and Communication Management (Points:20)
Please refer to Management Communication

MCOM292-13B (HAM)
Business Communication (Points:20)
Please refer to Management Communication

MSYS319-13C (NET)
Industry Experience 2 (Points:20)
Please refer to Management Systems

MCOM330-13B (HAM)
Professional Speaking and Speechwriting (Points:20)
Please refer to Management Communication

MCOM332-13A (HAM)
Professional and Public Relations Writing (Points:20)
Please refer to Management Communication
PUBLIC RELATIONS

MCOM333-13B (HAM), 13B (TGA)
Public Relations Campaigns (Points: 20)
Please refer to Management Communication

MCOM335-13B (HAM), 13B (TGA)
Media and Public Relations (Points: 20)
Please refer to Management Communication

MCOM336-13B (HAM)
Negotiation and Persuasion (Points: 20)
Please refer to Management Communication

MCOM337-13A (HAM)
Advertising, Branding and Identity Online (Points: 20)
Please refer to Management Communication

MCOM338-13B (HAM)
Communication Interventions (Points: 20)
Please refer to Management Communication

MCOM339-13A (HAM)
Events and Communication Management (Points: 20)
Please refer to Management Communication

MCOM340-13A (HAM)
Communicating Social Change (Points: 20)
Please refer to Management Communication

MCOM387-13A (HAM), 13B (HAM), 13C (HAM)
Communication Internship (Points: 20)
Please refer to Management Communication

MCOM390-13A (HAM), 13B (HAM), 13Y (HAM)
Directed Study (Points: 20)
Please refer to Management Communication

MCOM399-13B (HAM)
Communication Investigation in the Workplace (Points: 20)
Please refer to Management Communication

MCOM430-13B (HAM)
Professional Speaking and Speechwriting (Points: 20)
Please refer to Management Communication
MCOM431-13B (HAM)
**Negotiation and Persuasion (Points:20)**
*Please refer to Management Communication*

MCOM432-13A (HAM)
**Professional and Public Relations Writing (Points:20)**
*Please refer to Management Communication*

MCOM476-13A (HAM)
**Communicating Across Cultures (Points:20)**
*Please refer to Management Communication*

MCOM490-13A (HAM), 13B (HAM), 13Y (HAM)
**Directed Study (Points:20)**
*Please refer to Management Communication*

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)
**Research Methods in Management Studies (Points:30)**
*Please refer to Dean's Office/Management*

MCOM502-13A (HAM)
**Managing Virtual Team Communication (Points:15)**
*Please refer to Management Communication*

MCOM503-13A (HAM)
**Networking (Points:15)**
*Please refer to Management Communication*

MKTG551-13A (HAM)
**Developments in Marketing Strategy (Points:30)**
*Please refer to Marketing*

MKTG554-13B (HAM)
**Service Marketing (Points:30)**
*Please refer to Marketing*

MCOM579-13B (HAM)
**Communication in Organisations (Points:30)**
*Please refer to Management Communication*

MCOM583-13A (HAM)
**Communication and Leadership (Points:30)**
*Please refer to Management Communication*
PUBLIC RELATIONS

MCOM585-13A (HAM)
Corporate Public Relations (Points: 30)
Please refer to Management Communication

MCOM587-13A (HAM), 13B (HAM), 13C (HAM)
Communication Internship (Points: 30)
Please refer to Management Communication

MCOM589-13A (HAM), 13B (HAM), 13S (HAM)
Directed Study (Points: 15)
Please refer to Management Communication

MCOM590-13A (HAM), 13B (HAM), 13S (HAM), 13Y (HAM)
Directed Study (Points: 30)
Please refer to Management Communication

MCOM591-13C (HAM)
Management Communication Dissertation (Points: 30)
Please refer to Management Communication

MCOM592-13C (HAM)
Management Communication Dissertation (Points: 60)
Please refer to Management Communication

MCOM593-13C (HAM)
Management Communication Thesis (Points: 90)
Please refer to Management Communication

MCOM594-13C (HAM)
Management Communication Thesis (Points: 120)
Please refer to Management Communication
SOCIAL ENTERPRISE

INTERESTS

» Human Flourishing
» Human Rights
» Not-for-profit Organisations
» Social and Environmental Responsibility
» Social Enterprise

CAREERS

» Manager for charitable trusts
» Manager for community based organisation
» Manager for fundraising organisation
» Manager for an organisation who has social responsibility as a key commitment

EMPLOYERS

» Church Management
» Community Organisations
» Corporate Sector with a Social Responsibility Commitment
» Local Authorities: Community Management
» Lobby Groups
» Public Sector: Community Management
» Sports and Leisure Bodies
» Trade Union Organisations

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 societal 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 well-being are ever changing. Our students study the relationships between business, government and community, alongside topics traditionally associated with not-for-profit/non-governmental organisations 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 well-being of people and planet.
AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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

CONTACTS FOR SOCIAL ENTERPRISE

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Phone:  +64 27 292 8809
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DR SUZANNE GRANT
Location:  MSB.4.01
Phone:  +64 7 838 4466 extn 6409
Email:  slgrant@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

**Note(s):** If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Graduate Convenor and an adviser from the Management Student Centre 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 Graduate Convenor.

You must follow an approved programme of study which includes:

» 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
» DEVS505 Governance and Nation Building
» HRMG574 Women and Organisations
» MCOM582 Public Relations in the Culture Industries
» MNGT501 Research Methods in Management Studies
» SOCP506 Social Policy: Comparative Approaches
» STMG524 Entrepreneurship Theory and Practice
» STMG560 Conscious Enterprise
» STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 302 can be counted towards your qualification and subject.

**Note(s):** 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)
The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met

» Take MNGT501 Research Methods in Management Studies (unless passed previously)

» Take a dissertation or thesis

» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include (unless passed previously):

» SCEN501 Social Enterprise

» SCEN502 Management and Social Enterprise

All students may choose any additional required 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

» DEV5505 Governance and Nation Building

» HRMG574 Women and Organisations

» MCOM582 Public Relations in the Culture Industries

» MNGT501 Research Methods in Management Studies

» SOCP506 Social Policy: Comparative Approaches

» STMG524 Entrepreneurship Theory and Practice

» STMG560 Conscious Enterprise

» STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 302 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)
Contact the 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.

Dr Suzanne Grant's research interests encompass not-for-profit and social enterprise organisations as well as more general organisational behaviour issues. Suzanne has a specific interest in action research and critical appreciative methodologies.

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

SCEN301-13B (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.
Convener(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)
Research Methods in Management Studies (Points:30)

Please refer to Dean's Office/Management

SCEN501-13A (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.
Convener(s): AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP501
Note(s): This paper is limited to 20 students selected by the Convenor on order of application to enrol.

SCEN502-13B (NET)
Management and Social Enterprise (Points:30)
Achieving a balance between 'social' and 'enterprise' objectives may not be straightforward. This paper examines some of the issues which may arise when managing a social enterprise.
Convener(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP502
Note(s): This paper is limited to 20 students selected by the Convenor on order of application to enrol.
SOCIAL ENTERPRISE

SCEN503-13A (NET), 13B (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 13A (NET)
Convenor(s): AProf Maria Humphries

For Semester 13B (NET)
Convenor(s): Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Prerequisite(s): SCEN501 and SCEN502
Equivalents: MNFP503

SCEN504-13A (NET)
Issues in Third Sector Research *(Points: 30)*
Convenor(s): AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP504

DEV5505-13B (NET)
Governance and Nation Building *(Points: 30)*
Please refer to the University of Waikato Calendar

ACCT507-13A (HAM)
Accounting, Sustainability and a Changing Environment *(Points: 30)*
Please refer to Accounting

ACCT512-13A (HAM)
Organisations and Society *(Points: 30)*
Please refer to Accounting

STMG524-13B (HAM)
Entrepreneurship, Theory and Practice *(Points: 30)*
Please refer to Strategic Management

HRMG574-13B (HAM)
Women and Organisations *(Points: 30)*
Please refer to Human Resource Management

STMG580-13B (HAM)
Strategies for Sustainability *(Points: 30)*
Please refer to Strategic Management
SCEN590-13A (NET), 13B (NET), 13Y (NET)

**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

Equivalents: MNFP590

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

SCEN591-13C (NET)

**Social Enterprise 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

Equivalents: MNFP591

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

SCEN592-13C (NET)

**Social Enterprise 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

Equivalents: MNFP592

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

SCEN593-13C (NET)

**Social Enterprise 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

Equivalents: MNFP593

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

SCEN594-13C (NET)

**Social Enterprise 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

Equivalents: MNFP594

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

INTERESTS

» Innovation
» Leadership Roles and Challenges
» Managing Change
» People
» Shaping Corporate Portfolios
» Strategic Analysis

WHY CHOOSE STRATEGIC MANAGEMENT?

Strategic Management is about envisioning the future, finding opportunities and developing sound plans to see them through.

Strategy is at the top level of executive activity.

As a strategic management student, you’ll 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 allies. This subject considers the ‘total enterprise’ to ensure all resources in an organisation are co-ordinated and managed effectively.

Strategic Management is available as a subject or major for several specific qualifications; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for other degrees.

CAREERS

» Business Analyst/Manager
» Business Consultant
» Business Development Manager
» Entrepreneur
» General Manager
» Industry Analyst
» Management Consultant
» New Venture Consultant
» Strategic Analyst/Manager

EMPLOYERS

» Consultancy Firms
» Government Organisations
» Industry and Professional Organisations
» International Companies
» Large Corporates
» Self Employed
### AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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<th>BECom</th>
<th>2nd Major for other degrees</th>
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<th>PGDip(StratMgt)</th>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

There are no compulsory paper requirements for a Strategic Management major, though you may include no more than 40 points in papers that are not coded STMG.

Paper offerings can change; those listed in the table on page 309 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Strategic Management as a second major for the BMS then MNGT221 can be counted towards this major.

**Strategic Management – Entrepreneurship and Innovation Specialisation**

You may choose to undertake a specialisation for your Strategic Management major.

To complete the requirements for this specialisation you must include:

- STMG324/424 Entrepreneurship and Innovation

And choose 20 points from:

- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG285/385 Strategy for Enterprise
- ACCT322 Law of Business Enterprise
- STMG330/430 Management, Technology and Organisation
- STMG344 Business, Government and Society
- STMG388/488 Strategic Alliances and Networks
- FINA403 Small Business Finance
- TOMG405 Entrepreneurship in Tourism and Hospitality

You will also need to fulfil the remaining requirements for the major.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

There are no compulsory paper requirements for a Strategic Management major, though you may include no more than 40 points in papers that are not coded STMG.

Don’t forget, you must pass 120 points at 500 level for the qualification, and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 309 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Strategic Management as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.

Bachelor of Electronic Commerce (BECom)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Strategic Management are that you must include:

» STMG222 Net Ready: Navigating the Competitive Landscape
» STMG324 Entrepreneurship and Innovation
» STMG346 Managing Innovation
» MSYS319 Industry Experience 2 (see note below)

And choose 40 points from:

» STMG285/385 Strategy for Enterprise
» INMG311 The International Business Environment
» INMG317 Doing Business Internationally
» STMG330/430 Management, Technology and Organisation
» STMG388 Strategic Alliances and Networks
» SCEN301 Engaging with Social Enterprise and Community
» HRMG444 Organisational Development and Change

Paper offerings can change; those listed in the table on page 309 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Strategic Management as a second major for the BECom then MSYS319 may be replaced with an additional paper from the list of elective papers.
Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» STMG391 Strategic Management

» No more than 40 points in papers that are not coded STMG

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

» STMG391 Strategic Management

» No more than 40 points in papers that are not coded STMG

Please 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.

Paper offerings can change; those listed in the table on page 309 can be counted towards your qualification and subject.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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. There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 309 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

To complete the specific requirements for the subject you must include:

» STMG512 Strategic Innovation
» STMG555 Foundations of Strategy and Organisation

Paper offerings can change; those listed in the table on page 309 can be counted towards your qualification and subject.

Note(s): 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 (MPhil) and Doctor of Philosophy (PhD)

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 ‘ecoprenuers’.

**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. She also has expertise in the health sector, information technology, forestry and small and medium sized enterprises.

**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’.

www.management.ac.nz
PAPER DETAILS

MNGT100-13B (HAM)

Management and Sustainability *(Points:15)*

*Please refer to Dean’s Office/Management*

STMG191-13A (HAM), 13B (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 13A (HAM)

*Convenor(s):* Dr Heather Connolly

For Semester 13B (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

STMG222-13A (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 Department Chairperson

*Note(s):* Students must be fully enrolled two weeks prior to the beginning of semester.

SCEN301-13B (HAM)

Engaging with Social Enterprise and Community *(Points:20)*

*Please refer to Social Enterprise*

INMG311-13A (NET)

The International Business Environment *(Points:20)*

*Please refer to International Management*
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

Prerequisite(s): STMG191

Restriction(s): STMG424

Note(s): The TGA occurrence will be delivered to Tauranga via video-conference.

Self-Actualising Leadership (Points:20)

This paper explores self-actualising leadership. You will be involved in aligning your inner and outer worlds in a journey of discovering what energises and guides your purpose. We explore strategies to enhance this self-actualisation for more authentic leadership, using practices from neuroscience, theology and psychology. These practices will develop your self-regulation and clarity of insight which will enhance your energy, presencing and interpersonal skills. These skills will then be applied in the organisation context through case studies involving ethics, conscious enterprise and leadership.

Convenor(s): AProf Kathryn Pavlovich

Internal assessment/Exam ratio: 1:0

Restriction(s): STMG425

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): Not available at time of printing

Internal assessment/Exam ratio: 1:0

Restriction(s): STMG430

Women and Management (Points:20)

Please refer to Human Resource Management
STMG388-13A (HAM)

Strategic Alliances and Networks (Points: 20)

This paper examines cooperative strategy through strategic alliances, networks and regional clusters. Theory, case studies and guest speakers will inform your understanding of how to a) align strategic purpose, b) select partners, c) engage in different cultural settings, d) maintain the long term relationship and finally e) terminate the partnership.

Convenor(s): AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0
Restriction(s): STMG488

STMG391-13A (HAM), 13A (TGA), 13B (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 13A (HAM) and 13A (TGA)
Convenor(s): Dr Steve Bowden

For Semester 13B (HAM)
Convenor(s): AProf Eva Collins
Internal assessment/Exam ratio: 3:2
Prerequisite(s): FINA201 and HRMG241 and MKTG151 (for BMS students), or at the discretion of the Department Chairperson (for non-BMS students)

Note(s): The S Semester offering of STMG391 is limited to 50 students selected by the Department Chairperson 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.

INMG412-13B (NET)

International Business Strategy (Points: 20)

Please refer to International Management

STMG424-13B (HAM), 13B (TGA)

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): STMG324

Note(s): The TGA occurrence will be delivered to Tauranga via video-conference.
STMG425-13A (HAM)

Self-Actualising Leadership (Points:20)

This paper explores self-actualising leadership. You will be involved in aligning your inner and outer worlds in a journey of discovering what energises and guides your purpose. We explore strategies to enhance this self-actualisation for more authentic leadership, using practices from neuroscience, theology and psychology. These practices will develop your self-regulation and clarity of insight which will enhance your energy, presencing and interpersonal skills. These skills will then be applied in the organisation context through case studies involving ethics, conscious enterprise and leadership.

Convenor(s): AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0

STMG430-13B (HAM)

Management Technology and Organisation (Points:20)

This paper examines the organisational and management implications of technology.

Convenor(s): Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restriction(s): STMG330

HRMG444-13A (HAM)

Organisational Development and Change (Points:20)

Please refer to Human Resource Management

HRMG445-13B (HAM)

Career Management and Development (Points:20)

Please refer to Human Resource Management

STMG488-13A (HAM)

Strategic Alliances and Networks (Points:20)

This paper examines cooperative strategy through strategic alliances, networks and regional clusters. Theory, case studies and guest speakers will inform your understanding of how to a) align strategic purpose, b) select partners, c) engage in different cultural settings, d) maintain the long term relationship and finally e) terminate the partnership.

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

STMG490-13C (HAM), 13C (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(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
STMG499-13C (HAM), 13D (HAM), 13E (HAM), 13F (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, 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 two 300 level papers in the area of study
Restriction(s): STMG599

INMG501-13S (NET)

E-Global Business: Strategic Management and Marketing (Points: 30)

Please refer to International Management

MNMG501-13A (HAM), 13B (HAM), 13S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

SCEN501-13A (NET)

Social Enterprise in Context (Points: 30)

Please refer to Social Enterprise

SCEN502-13B (NET)

Management and Social Enterprise (Points: 30)

Please refer to Social Enterprise

STMG512-13A (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): STMG591

INMG517-13B (NET)

Current Issues in International Management (Points: 30)

Please refer to International Management

STMG524-13B (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): Dr Jennifer Gibb
Internal assessment/Exam ratio: 1:0
STRATEGIC MANAGEMENT

STMG555-13A (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: Transaction Cost Theory, Resource-Based View, Institutional Theory, Agency Theory, Resource Dependence, Post-Modernism, Social Embeddedness, and Structural Contingency.
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

STMG560-13T (NET)
Conscious 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
Prerequisite(s): Entry is at the discretion of the Department Chairperson
Note(s): Enrolment in this paper is limited to 20 students.

STMG580-13B (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 while meeting and responding to stakeholder concerns.
Convenor(s): AProf Eva Collins
Internal assessment/Exam ratio: 1:0
Prerequisite(s): STMG391

INMG588-13A (NET)
International Business Strategy (Points: 30)
Please refer to International Management

STMG590-13A (HAM), 13B (HAM), 13C (NET), 13S (HAM)
Directed Study (Points: 30)
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.
For Semester 13A (HAM) and 13B (HAM) and 13C (NET)
Convenor(s): Not available at time of printing
For Semester 13S (HAM)
Convenor(s): Prof Michèle Akoorie
Internal assessment/Exam ratio: 1:0
Note(s): Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
STMG591-13C (HAM)
Strategic Management 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

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

STMG592-13C (HAM)
Strategic Management 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

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

STMG593-13C (HAM)
Strategic Management 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

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

STMG594-13C (HAM)
Strategic Management 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

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

STMG599-13C (HAM), 13D (HAM), 13E (HAM), 13F (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 two 300 level papers in the area of study
Restriction(s): STMG499
SUPPLY CHAIN MANAGEMENT

INTERESTS

» Electronic Business
» Electronic Commerce
» Information Technology
» Logistics Management
» Operations Management
» Procurement

CAREERS

» B2B Electronic Commerce Co-ordinator
» Logistics Architect
» Operations Manager
» Purchasing Agent
» Systems Developer

EMPLOYERS

» Government Departments
» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Various Medium Size Domestic Companies

WHY CHOOSE SUPPLY CHAIN MANAGEMENT?

From production line to store shelf, a practical understanding of how to efficiently manage the resources of an organisation is invaluable. Supply Chain Management is 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 passage 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 prosper 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, as well as 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; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for other degrees.
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BECom</th>
<th>2nd Major for other degrees</th>
<th>Grad Dip(SCM)</th>
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</table>

## CONTACTS FOR SUPPLY CHAIN MANAGEMENT

**STUART DILLON – CHAIRPERSON, DEPARTMENT OF MANAGEMENT SYSTEMS**
Location: MS8.G.04
Phone: +64 7 838 4466 extn 4234
Email: stuart@waikato.ac.nz

**KATHY OOI – DEPARTMENT ADMINISTRATOR**
Location: MS8.G.01
Phone: +64 7 838 4466 extn 4561
Email: kooi@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Supply Chain Integration
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management

(see note below)

Paper offerings can change; those listed in the table on page 323 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Supply Chain Management as a second major for the BMS then MNGT221 can be counted towards this major. If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Supply Chain Integration
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management

(see notes below)

Don’t forget, you must pass 120 points at 500 level for the qualification, and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 323 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

**Note(s):** If you are taking Supply Chain Management as a second major for the BMS(Hons) then MNGT221 can be counted towards this major. If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.
Bachelor of Electronic Commerce (BECOM)

To complete the requirements for a BECom major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Supply Chain Management are that you must include:

» MSYS277 Supply Chain Integration
» MSYS319 Industry Experience 2 (see note below)
» MSYS366 Project Management
» MSYS377 Supply Chain Management

Paper offerings can change; those listed in the table on page 323 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Supply Chain Management as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.

Second Major for Other Degrees

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

» MSYS277 Supply Chain Integration
» Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
» Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see note below)

Paper offerings can change; those listed in the table on page 323 can be counted towards your major.

Note(s): If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory subject paper requirements for this qualification.

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module.

You must follow an approved programme of study which includes:

- MSYS277 Supply Chain Integration
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see notes below)

And choose 60 points from:

- MSYS212 Smart Technologies and Online Social Media
- MSYS221 Electronic Commerce Overview
- MSYS335 Managerial Decision Making
- MSYS355 E-Business Process Redesign
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Project Management
- MSYS435 Advanced Managerial Decision Making
- MSYS455 Advanced E-Business Process Redesign
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management

Please 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.

Paper offerings can change; those listed in the table on page 323 can be counted towards your qualification and subject.

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study. If you completed MSYS377 prior to 2009 you will still be required to complete MSYS477.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)

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. Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.
SUPPLY CHAIN MANAGEMENT

PAPER DETAILS

MSYS212-13B (HAM)
Smart Technologies and Online Social Media (Points: 20)
Please refer to Management Systems

MSYS221-13B (HAM), 13S (NET)
Electronic Commerce Overview (Points: 20)
Please refer to Management Systems

MSYS277-13A (HAM)
Supply Chain Integration (Points: 20)
Please refer to Management Systems

MSYS319-13C (NET)
Industry Experience 2 (Points: 20)
Please refer to Management Systems

MSYS335-13A (HAM)
Managerial Decision Making (Points: 20)
Please refer to Management Systems

MSYS358-13B (HAM)
E-Business Implementation (Points: 20)
Please refer to Management Systems

MSYS365-13B (HAM)
Business Analysis and Consultancy (Points: 20)
Please refer to Management Systems

MSYS366-13A (HAM)
Project Management (Points: 20)
Please refer to Management Systems

MSYS376-13B (HAM)
Operations Management (Points: 20)
Please refer to Management Systems

MSYS377-13A (HAM)
Supply Chain Management (Points: 20)
Please refer to Management Systems

MSYS435-13A (HAM)
Advanced Managerial Decision Making (Points: 20)
Please refer to Management Systems
MSYS458-13B (HAM)
**Advanced E-Business Implementation** *(Points:20)*
Please refer to *Management Systems*

MSYS465-13B (HAM)
**Advanced Business Analysis and Consultancy** *(Points:20)*
Please refer to *Management Systems*

MSYS466-13A (HAM)
**Advanced Project Management** *(Points:20)*
Please refer to *Management Systems*

MSYS476-13B (HAM)
**Advanced Operations Management** *(Points:20)*
Please refer to *Management Systems*

MSYS477-13A (HAM)
**Advanced Supply Chain Management** *(Points:20)*
Please refer to *Management Systems*

MSYS558-13B (HAM)
**Contemporary Issues in E-Business** *(Points:30)*
Please refer to *Management Systems*

MSYS561-13T (HAM)
**Knowledge Management Research** *(Points:30)*
Please refer to *Management Systems*

MSYS576-13B (HAM)
**21st Century Logistics** *(Points:30)*
Please refer to *Management Systems*

MSYS577-13A (HAM)
**E-Enabled Agile Supply Chains** *(Points:30)*
Please refer to *Management Systems*
TOURISM MANAGEMENT

INTERESTS
» Marketing
» Research
» Tourism Management
» Travel

CAREERS
» Environmental Planning Researcher
» Events Planner
» Local Authority Policy Analyst in Tourism
» Outdoor Leisure Manager
» Regional or National Tourism Planner
» Sport and Leisure Facilities Marketer
» Sport and Leisure Programme Promoter
» Tourism Consultant
» Tourism Operations Manager

EMPLOYERS
» Adventure Tourism Operations
» Government Departments; like Department of Conservation or Ministry for the Environment
» Leisure Organisations
» Museums
» Regional and National Tourism Boards
» Research and Tourism Consultancies
» Special Events Management and Planning Organisations
» Sporting Organisations

WHY CHOOSE TOURISM MANAGEMENT?
Tourism is one of the world’s largest industries 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; for details of these please see Qualification and Specific Subject Requirements. 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; please see Qualification and Specific Subject Requirements and look under Second Major for Other Degrees.
### AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>BMS(Hons)</th>
<th>BTour(THMgt)</th>
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<th>2nd Major for other degrees</th>
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</table>

### CONTACTS FOR TOURISM MANAGEMENT

**ASAD MOHSIN – QUALIFICATION CONVENOR**
Location: MSB.3.35  
Phone: +64 7 838 4466 extn 5061  
Email: amohsin@waikato.ac.nz

**CAZ WOODS – DEPT ADMINISTRATOR**
Location: MSB.3.40  
Phone: +64 7 838 4466 extn 4045  
Email: cazw@waikato.ac.nz

**TIM LOCKYER – GRADUATE CONVENOR**
Location: MSB.3.34  
Phone: +64 7 838 4466 extn 6321  
Email: lockyer@waikato.ac.nz
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Plan your programme with the help of a MSC student adviser to ensure you meet all the requirements for your qualification and subject.

Bachelor of Management Studies (BMS)

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG201 Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour or TOMG307 Consumer Perspectives in Tourism & Hospitality Industry
» TOMG304 Tourism and Hospitality Law
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management

Paper offerings can change; those listed in the table on page 330 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Tourism Management as a second major for the BMS then MNGT221 can be counted towards this major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above of which 20 points must be at 400 level or above and 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG201 Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour or TOMG307 Consumer Perspectives in Tourism & Hospitality Industry
» TOMG304 Tourism and Hospitality Law
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management

Don't forget, you must pass 120 points at 500 level for the qualification, and submit a Portfolio of Achievement. 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.

Paper offerings can change; those listed in the table on page 330 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): If you are taking Tourism Management as a second major for the BMS(Hons) then MNGT221 can be counted towards this major.
Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))

To complete the requirements for a BTour(THMgt) major you must pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG202 Managing Tourism Demand and Behaviour
» TOMG304 Tourism and Hospitality Law
» TOMG306 Tourism and Hospitality Management Control and Decision Making
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management

Paper offerings can change; those listed in the table on page 330 can be counted towards your major. You can include other papers that can count towards meeting the qualification regulations; the Paper Details section lists all currently available papers.

Note(s): You may not count any BTour(THMgt) compulsory paper towards your first major although TOMG390 or MNTG496 can be counted towards your first major if you are taking a second major in place of TOMG304, TOMG306, TOMG405 or TOMG409.

Bachelor of Tourism with Honours (BTour(Hons))

To complete the requirements for the BTour(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BTour(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Tourism and Hospitality Management are that you must include:

» MNGT501 Research Methods in Management Studies
» TOMG591 Dissertation

And choose 30 points from:

» TOMG502 Tourism Development and the Environment
» TOMG509 Visitor Behaviour and Management
» TOMG590 Directed Study (see notes below)

And choose 30 points from:

» TOMG501 International Tourism and Hospitality Marketing
» TOMG503 Hotel and Resort Development
» TOMG505 Tourism and Hospitality Enterprises
» TOMG507 Hotel and Resort Operations Management
» TOMG510 Heritage Tourism Management
» TOMG590 Directed Study (see notes below)

Note(s): 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. TOMG590 may only be selected once for this qualification.
**Second Major for Other Degrees**

Even 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. In these circumstances you are required to pass 120 points at 200 level or above from one subject area, and include at least 60 points at 300 level or above. You must also include:

- TOMG200 Tourism Management and the Environment
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG304 Tourism and Hospitality Law
- TOMG306 Tourism and Hospitality Management Control and Decision Making
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG409 Hospitality Operations and Sustainable Management

Paper offerings can change; those listed in the table on page 330 can be counted towards your major.

**Graduate Certificate (GradCert)**

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. Please meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

You must follow an approved programme of study in Tourism and Hospitality Management which includes:

- TOMG201 Tourism Management

And choose 40 points from:

- TOMG304 Tourism and Hospitality Law
- TOMG306 Hospitality Management Control and Decision Making
- TOMG380 Aviation Management
- MKTG354/454 Marketing of Services
- STMG385 Strategy for Enterprise
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG409 Destination Management

**Note(s):** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Graduate Diploma (GradDip)
To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must follow an approved programme of study in Tourism and Hospitality Management which includes:

» TOMG201 Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour

And choose 80 points from:

» TOMG304 Tourism and Hospitality Law
» TOMG306 Hospitality Management Control and Decision Making
» TOMG380 Aviation Management
» MKTG354/454 Marketing of Services
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management

Please 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(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

There are no compulsory paper requirements for the subject Tourism and Hospitality Management.

Note(s): If you fail a paper then you may repeat it once. If you fail more than one paper, or you fail the same paper twice, then you will not be permitted to proceed with the certificate. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Postgraduate Diploma (PGDip)
To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). Please meet with the Department’s Graduate Convenor and an adviser from the Management Student Centre 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 must follow an approved programme of study in Tourism and Hospitality Management which includes:

» TOMG502 Tourism Planning and Environment
» TOMG503 Hotel and Resort Development

And choose 60 points from:

» TOMG501 International Tourism and Hospitality Marketing
» TOMG505 Tourism and Hospitality Enterprises
» TOMG507 Hotel and Resort Operations Management
» TOMG509 Visitor Behaviour, Interpretation and Management
» TOMG510 Heritage Tourism Management
» TOMG590 Directed Study
» TOMG591 Dissertation
» ANTH515 Ethnographic Research
» DEV5504 State Policies on Indigenous Development
» GEOG521 Advanced Tourism Research
» MNGT501 Research Methods in Management Studies

Paper offerings can change; those listed in the table on page 330 can be counted towards your qualification and subject.

Note(s): 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 diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take a graduate research methodology paper (unless passed previously)
» Take a dissertation or thesis
» Submit a Portfolio of Achievement (see qualification information for further details).

Paper offerings can change; those listed in the table on page 330 can be counted towards your qualification and subject.

Note(s): 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

To complete the specific requirements for the subject you must include at least 30 points from:
» TOMG501 International Tourism and Hospitality Marketing
» TOMG502 Tourism Development and the Environment
» ANTH515 Ethnographic Research
» DEV5504 State Policies on Indigenous Development
» GEOG521 Advanced Tourism Research
» MNGT501 Research Methods in Management Studies

And choose at least 30 points from:
» TOMG503 Hotel and Resort Development
» TOMG505 Tourism and Hospitality Enterprises
» TOMG507 Hotel and Resort Operations Management
» TOMG509 Visitor Behaviour and Management
» TOMG510 Heritage Tourism Management
» TOMG590 Directed Study
Tourism and Hospitality Management – Visitor Management

To complete the specific requirements for the specialisation Visitor Management you must include:

» Either MNGT501 Research Methods in Management Studies or GEOG521 Advanced Tourism Research
» Take your dissertation or thesis in a relevant topic for Visitor Management

And you can choose to take additional papers from:

» TOMG502 Tourism Development and the Environment
» TOMG510 Heritage Tourism Management
» MCOM582 Public Relations in the Culture Industries
» SMST512 Media and Creative Industries

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)

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:

Dr Jenny Cave is an internationally recognised researcher and industry practitioner in museums and cultural industries of New Zealand, Canada and the Pacific Islands. Her research explores linkages between migration, heritage/culture and community development in tourism peripheries (islands, rural) which considers the influence of new technologies, ‘green’ initiatives, sustainability, diasporan indigeneity and social worlds. She has published on atmospherics, attractions development, Pacific Island enterprise, events and festivals, backpackers, adventure and indigenous tourism and social media. Dr Cave has developed an innovative methodology for collaborative community-level capacity building that spans informal exchange and formal market economies. Methodologically, she employs quantitative and qualitative methods (ethnography and phenomenography).

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 has published several international refereed journal articles in this area. Associate Professor 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 uses quantitative and qualitative research method techniques, as well as mixed methodologies and triangulation. Professor McIntosh 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. 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. Dr Mohsin’s 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. 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. Dr Zahra 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 with 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.

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**PAPER DETAILS**

**TOMG100-13A (HAM)**  
**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):* Mr Charlie Panakera  
*Internal assessment/Exam ratio:* 1:0

**TOMG101-13A (HAM), 13A (NET), 13B (HAM)**  
**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

**TOMG200-13A (HAM), 13A (TGA)**  
**Tourism Management and the Environment (Points:20)**

This paper introduces the sustainable planning and management dimensions of tourism’s relationship with the natural, cultural and built environments. The principal focus is on the impacts of tourist behaviour upon the different environmental components, and the practical management techniques that exist to manage these issues.

*Convenor(s):* Prof Alison McIntosh  
*Internal assessment/Exam ratio:* 3:2
TOURISM MANAGEMENT

TOMG201-13A (BLK), 13A (HAM), 13B (HAM)

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 13A (BLK)
Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0

For Semester 13A (HAM) and 13B (HAM)
Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Restriction(s): TOMG101

Note(s): The (BLK) offering is only available to students taking the Technology Teaching specialisation for the Graduate Diploma in Tourism and Hospitality Management.

TOMG202-13B (BLK), 13B (HAM), 13B (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.

For Semester 13B (BLK)
Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0

For Semester 13B (HAM) and 13B (TGA)
Convenor(s): Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

Note(s): This paper will be delivered to Tauranga via video conference.

TOMG206-13A (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(s): This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.

TOMG207-13B (HAM)

Accommodation Management  (Points: 20)

The purpose of this paper is to introduce students to 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(s): This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.
Food and Beverage Management Placement (Points: 0)

This paper introduces students to the practical aspects of food and beverage production and service.

Convenor(s): AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG206

Note(s): This paper is limited to 60 students and is only available to students taking TOMG206 concurrently. This paper takes place at the Waikato Institute of Technology (Wintec).

Accommodation Management Placement (Points: 0)

This paper introduces students to the practical aspects of accommodation operations.

Convenor(s): AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG207

Note(s): This paper is limited to 60 students and is only available to students taking TOMG207 concurrently.

Tourism and Hospitality Law (Points: 20)

Students will gain knowledge of tourism hospitality law through practical applications in industry contexts. This paper will also examine human resources and ethics in a tourism and hospitality context.

Convenor(s): Dr Anne Zahra
Internal assessment/Exam ratio: 1:0

Note(s): This paper will be delivered to Tauranga via video-conference.

Tourism and 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 tourism and hospitality industry. This paper considers financial topics which are specifically related to the industry and organisational management and provides students with an understanding of management control and decision-making within the tourism and hospitality industry.

Convenor(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

Note(s): This paper will be delivered to Tauranga via video-conference.

Sustainable Events Operations and Venue Management (Points: 20)

This paper will focus on best practice in the development and operations of sustainable management of tourism, hospitality and event venues, drawing on extensive industry experience of staff, academic publications (5 staff) and links to major event venues in the Waikato.

Convenor(s): Dr Jenny Cave
Internal assessment/Exam ratio: 3:2

Marketing of Services (Points: 20)

Please refer to Marketing
STMG385-13A (HAM)
Strategy for Enterprise (Points: 20)

Please refer to Strategic Management

TOMG390-13B (HAM), 13B (TGA), 13S (HAM)
Practical Research in Tourism and Hospitality (Points: 20)

Many tourism and hospitality industry businesses manage their daily operations without the benefit of timely, relevant research. This paper leads students through 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 and/or hospitality industry will be identified by the Course Convenor on behalf of the class and investigated under guidance.

For Semester 13B (HAM) and 13B (TGA)
Convenor(s): Prof Christopher Ryan

For Semester 13S (HAM)
Convenor(s): Dr Anne Zahra
Internal assessment/Exam ratio: 1:0

TOMG404-13A (HAM), 13A (TGA)
Event Management Strategies (Points: 20)

This paper will provide students with the knowledge, concepts and skills necessary to develop strategic events initiatives and demanding visitor industry by analysing and evaluating trends, best practice and potential strategic responses.

Convenor(s): Dr Jenny Cave
Internal assessment/Exam ratio: 1:0

TOMG405-13B (BLK), 13B (HAM), 13B (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 strategic, marketing and financial issues in the entrepreneurial development of sustainable tourism and hospitality businesses in New Zealand and the Pacific.

For Semester 13B (BLK)
Convenor(s): Dr Anne Zahra
Internal assessment/Exam ratio: 1:0

For Semester 13B (HAM) and 13B (TGA)
Convenor(s): Dr Anne Zahra
Internal assessment/Exam ratio: 3:2
Prerequisite(s): TOMG306 or ACCT101

Note(s): The (BLK) offering is only available to students taking the Technology Teaching Specialisation for the Graduate Diploma in Tourism and Hospitality Management. The (TGA) offering will be delivered to Tauranga via video-conference.

TOMG406-13B (HAM), 13B (TGA)
Hospitality 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

Note(s): This paper will be delivered to Tauranga via video-conference.
TOMG409-13A (HAM), 13A (TGA)

**Destination Management** *(Points: 20)*

This paper focuses on destination management from a marketing, sustainable tourism planning, and tourism policy perspective. There is a particular focus on destination capacity, sustainability and managing the visitor at the destination. The paper also explores destination evolution and disaster and crisis management.

*Convenor(s):* Prof Christopher Ryan  
*Internal assessment/Exam ratio:* 1:0

MKTG454-13A (HAM), 13A (TGA)

**Marketing of Services** *(Points: 20)*

Please refer to *Marketing*

TOMG490-13A (BLK), 13A (HAM), 13B (BLK), 13B (HAM), 13S (HAM), 13T (HAM)

**Directed Study** *(Points: 20)*

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

*Convenor(s):* AProf Tim Lockyer  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisite(s):* Entry is at the discretion of the Department Chairperson or BTour(THMgt) Convenor

TOMG499-13C (HAM), 13D (HAM), 13E (HAM), 13F (HAM)

**Report of an Investigation** *(Points: 20)*

The 499 Report of an Investigation gives students an opportunity 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):* Mr Charlie Panakera  
*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

MNGT501-13A (HAM), 13B (HAM), 13S (HAM)

**Research Methods in Management Studies** *(Points: 30)*

Please refer to *Dean’s Office/Management*

TOMG501-13A (HAM)

**International Tourism and Hospitality Marketing** *(Points: 30)*

This paper provides students with an in-depth understanding of skills and knowledge required in tourism and hospitality marketing and research from an international perspective. This paper covers an appraisal of international tourism and hospitality markets; understanding of diversity and differences; strategies for international tourism and hospitality marketing; and the use and role of research.

*Convenor(s):* AProf Asad Mohsin  
*Internal assessment/Exam ratio:* 1:0
TOMG502-13B (HAM), 13B (NET)
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

TOMG503-13A (HAM), 13A (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 of 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

DEVS504-13A (NET)
State Policies on Indigenous Development (Points: 30)
Please refer to the University of Waikato Calendar

TOMG505-13B (HAM), 13B (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): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

TOMG507-13B (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

TOMG509-13A (HAM), 13A (NET)
Visitor Behaviour 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): Dr Jenny Cave
Internal assessment/Exam ratio: 1:0

SMST512-13A (NET)
Media and Creative Industries (Points: 30)
Please refer to the University of Waikato Calendar

www.management.ac.nz
TOMG513-13B (HAM), 13B (NET)
Tourism and Hospitality Services Management *(Points:30)*

This paper examines contemporary trends in management of tourism and hospitality services management. It provides the students with the knowledge, concepts and skills necessary to analyse and evaluate future trends for the diverse and demanding tourism and hospitality consumer. It also helps students to understand strategies and theories associated with tourism and hospitality service ethics, business sustainability and environment responsibility.

Convenor(s): Dr Jenny Cave
Internal assessment/Exam ratio: 1:0

ANTH515-13B (HAM)
Ethnographic Research *(Points:15)*

Please refer to the University of Waikato Calendar

GEOG521-13B (HAM)
Advanced Tourism Research *(Points:30)*

Please refer to the University of Waikato Calendar

TOMG590-13A (HAM), 13B (HAM), 13C (HAM), 13S (HAM), 13Y (HAM)
Directed Study *(Points:30)*

Students have the opportunity to pursue a topic of their own interest under the guidance of an academic staff member. This may entirely, or in part, include industry placement to generate a research report focused on practise related research question(s).

Convenor(s): AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

Note(s): Students are required to consult with and obtain approval of the Graduate Convenor before enrolling in this paper.

TOMG591-13C (HAM)
Tourism Management Dissertation *(Points:30)*

This paper gives students an opportunity to carry out research or further study in a specialised interest area and involves a directed inquiry written-up as a research report. A supervisor is appointed to oversee the research. The research project might, for example, be a project undertaken for an external organisation or be an extended case study. Please refer to the Department’s Graduate Convenor if you are interested in taking this paper.

Convenor(s): Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
TOMG592-13C (HAM)
Tourism Management Dissertation (Points:60)
A dissertation is a sustained piece of original scholarship. It must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Each dissertation must be examined by the supervisor and a suitably qualified person, who has not been associated with the project.
Convenor(s): Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

TOMG593-13C (HAM)
Tourism Management Thesis (Points:90)
A thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Each thesis must be examined by the supervisor and a suitably qualified external examiner.
Convenor(s): Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

TOMG594-13C (HAM)
Tourism Management Thesis (Points:120)
A thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Each thesis must be examined by the supervisor and a suitably qualified external examiner.
Convenor(s): Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0
Note(s): The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

TOMG599-13C (HAM), 13D (HAM), 13E (HAM), 13F (HAM)
Report of an Investigation (Points:30)
A Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS(Hons) degree. 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): 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): TOMG499
WAIKATO MANAGEMENT SCHOOL SERVICES AND FACILITIES

Management Student Centre (MSC)
The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School students including assisting students with any university-related queries such as enrolment questions. MSC provides students with somewhere to meet, study, use resources (such as photocopying) as well as a place to hand-in and receive marked assignments. In addition, MSC caters to the needs of Māori and international students, with a student mentoring service as well as a Māori Consultant and an International Consultant.

MSC is located in MS1 (behind the Station Café on Hillcrest Road) and is open from 8.45am to 4.45pm, Monday to Friday. Students can book an appointment to speak to a student adviser regarding their papers using our online appointment booking system.

MSC Provides:
- Information for prospective students
- Entry and re-entry decisions
- Enrolment advice
- Programme planning
- Academic support for students through its Language and Learning Development Team
- Assignment hand-in and collection place
- Photocopying facilities
- Mentors for students
- Orientation for students
- Space for group and individual work, including several student computers
- Support for Waikato Management School students based at the Tauranga Campus
- 499 Administration.

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@waikato.ac.nz
Website: www.management.ac.nz/msc
Programme Planning, Questions and Problems

Planning your programme effectively, especially with the help of a MSC student adviser, will help to ensure that you meet all the requirements for a qualification and/or subject.

The University year is split into four semesters or study periods, A and B which are standard 17 week semesters, and S (January-February) and T (November-December) Summer School semesters which are more intensive study periods normally of eight and six weeks respectively.

Please note that not every paper offered in A and B Semester is also taught in Summer School, so you need to choose your papers carefully if you intend to enrol in a Summer School semester. The School has a policy on the offering of Summer School papers which can be viewed in the Quality Assurance Manual; accessible to all students as a link from the electronic paper outline via your MyWeb page. It is expected that in 2013 the papers MKTG151 and MCOM200 will be offered in S Semester and ECON200, FINA201, HRMG241 and ACCT101 will be offered in T Semester.

If you decide to study in S, A, B and T Semesters this may affect your Studylink allowances – you should check with Studylink (www.studylink.govt.nz) before you enrol in either Summer School semester that you are eligible for loans and allowances.

MSC student advisers are available to help you by providing programme advice, answering questions and assisting with problems. If you would like to see a MSC student adviser you will need to make an appointment either 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 the term. Current students can book an appointment online via MyWeb: MSC Bookings, Tauranga Programme Advice. For any queries please contact MSC at msc@waikato.ac.nz or phone 0800 WAIKATO extn 4303 or +64 7 838 4303.

Māori Consultant and Māori Mentors – Ngā Kaiārahi Mātauranga

The Waikato Management School offers the services of a Māori Consultant and senior Māori students who work part-time as Māori Student Mentors. They are here to help – awhi and support – tautoko students during their time here at the School.

They can help you with:
» Programme advice
» Academic support
» Pastoral care
» Referrals to other student support services and networks.

Assistance is available on most days throughout the week. Make an appointment via the MSC booking system or drop by for a chat – kōrero.
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 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 are available and last for 30 minutes. In that time, tutors can help you with written or oral assignments. Tutors can offer advice and guidance on ways to improve your language and learning skills but, in line with the philosophy of helping you to help yourself, they will not simply correct your work for you or tell you what to include in your assignments. In addition, please remember that these tutors are not experts in the content of the papers you are studying. They are language and learning experts and it is language and learning skills they 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

» The outline plan for an assignment which has not yet been submitted and marked, and the assignment guidelines, or

» Your first draft of an assignment which has not yet been submitted for assessment, and the assignment guidelines.

Tutors will not look at assignments that are due in on the same day as your appointment, as this would not leave you enough time to think about their advice, or enough time to follow up on the learning materials they advise you to consult to improve your performance.

Language and Learning Development tutors are there to help you reach your true potential, so please bring an open mind and a willingness to learn when you come to see them.

To book a One-to-One Tutorial go to the MSC Bookings link on MyWeb: MSC bookings/language and learning, and follow the directions.
THINGS YOU NEED TO KNOW

Academic Skills Building Programme
Each semester the Language and Learning Development tutors offer a 10-12 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 topics such as:

» APA referencing conventions and practice
» Case studies
» Constructing a ‘Western-style’ academic essay
» Critiques
» Exams and tests
» Group work
» Literature reviews
» Oral presentations
» Report writing
» 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
» Your lecturers’ expectations.

Information on the timing of the sessions will be provided to students at Orientation prior to the beginning of each semester. Students can also check online and enrol themselves under MSC Bookings/ Language and Learning Workshops for dates, times and topics.

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 Waikato Management School students and gives you access to resource materials, grades for assessments, databases, email, enrolling in tutorials, appointments with student advisers, and more.

MyWeb appears on your desktop when you log on in the Waikato Management School computer labs. It can also be accessed from www.myweb.ac.nz from off campus. Simply enter your Waikato University username and password at the prompt and a page of useful personalised links will appear.

For any off campus computer enquiries you can contact the Waikato Management School Helpdesk at wms_helpdesk@waikato.ac.nz or phone 0800 454 599.

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 MSB.0 (Level 0 of the Management School Building), and in the MS6 building (far end of the lower staff car park). Lab assistants are located in MS6 to help with computer problems; there is a phone in MSB.0 to contact the lab assistants in MS6. The hours they work are posted on their office doors (MS6.G.06). You can also use the computers in the Information Commons situated in the Student Cente (Library).

By logging on to the computers in the Waikato Management School labs, students agree to abide by our ‘conditions of use’ policy, which are found on notice boards in both labs.
**After Hours Access**

Management students can have 24 hour access to the WMS labs. You will need to take your Student ID card to the Security Office (B Block Annex, located between B Block and the Law School) to arrange access. The Security Office is open to students for processing after-hours card access between 10.30am to 12noon and 1pm to 3pm, Monday to Friday. An activation fee will apply.

Once your card is activated for after-hours access you will be able to use it to enter the WMS labs and log-on to the computers. No after-hours access is available without your ID card.

**Computer Account**

Once you have formally enrolled in a management paper or programme, your computer account is automatically created.

A computer account consists of a personalised username and a password. You need both of these to log-on to 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.

**Internet and Email Access**

Sending and receiving email is free. Lightwire is the internet provider on campus (www.lightwire.co.nz). You are given 1.5 GB free usage each month.

Your University email account is set up when you first create your computer account. You can access your email from anywhere via the ‘My Messages’ link on MyWeb. Your email address will be yourusername@waikato.ac.nz

**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

» Follow the instructions on the screens

» The cost of items that you purchase from the Shopping Mall is deducted from your Unica$h account

» A message will appear when you have finished to either confirm your order or to indicate any problems, like insufficient funds in your account.

**Saving, Printing and Logging-Off**

Every student has 2GB of space on a server called StudHome (H:\Drive) to store course related material. StudHome (H Drive) can be accessed via MyWeb under the My Documents pane. You can also save your work onto CD or USB memory stick.

We recommend that you regularly backup your work to a CD, USB or on a server.

When you print your work in the labs you are charged per page. Printing charges are automatically deducted from your Unica$h account. Check the signs in the labs for a list of printing charges. Duplex (double-sided printing) 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.

It is **very** important to remember to log-off after you have finished using a computer, otherwise someone else could, for example, send emails under your name, or use the funds in your Unica$h account. To log-off at the end of your session, simply double-click the ‘Log-Off’ icon on the desktop (the main screen).
THINGS YOU NEED TO KNOW

Student ID Card
In addition to after-hours access, you can also use your Student ID card for access to Library services, printing and photocopying. 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 and use the online Shopping Mall. You can check your 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 account.

To add funds to your account you can use EFTPOS, credit card or visit the Student Centre (Library) or Waikato Print. To add funds in the computer labs, go to the terminal with the EFTPOS kiosk, then follow the instructions on screen to transfer money from your bank account to your Unica$h account.

Masters Students
Two computers and a physical bulletin board are available in MS6 for sole use by masters students.

International Students
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 aims to make sure international students are well looked after, informed, safe and properly cared for. All New Zealand 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 The University of Waikato International Services Office website provides extensive information for international students and can be viewed at www.waikato.ac.nz/international

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

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

Medical and Travel Insurance
International students (including group students) must have appropriate and current medical and travel insurance while studying in New Zealand.

Accident Insurance
The Accident Compensation Corporation (ACC) 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
**Student Parking**

You may park in any of the general parking areas on campus. Gate 10 on Silverdale Road is a very large general car park in which anybody can park 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 a fee 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* at http://calendar.waikato.ac.nz

**WHILE YOU ARE STUDYING**

**Competency Modules**

The Waikato Management School currently has three competency modules that students may be required to take as part of their specific qualification regulations. All three of the modules are currently free of charge. To find out which module(s) you are required to take please check the relevant qualification section at the front of this handbook.

*Please note: If you transfer from a previous programme, eg from the BMS into a new programme like the Graduate Diploma, you will be required to do all the modules that are required for that new qualification regardless of the year you first enrolled at Waikato Management School.*

**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.

You must successfully complete the WCM before the end of your first semester in Waikato Management School, otherwise you will be required to take a writing paper in your second semester and future enrolment requests may be delayed.

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 so we can add it to your programme of study.

**Computer Competency Modules (CCM)**

In addition to academic work, we place great emphasis on our students’ ability to access information and use applications on computers.

To successfully complete the CCM you must satisfactorily complete multiple-choice online tests in:

- General knowledge of Waikato Management School computer systems
- Information Literacy
- Microsoft Word
- Microsoft Excel
- Microsoft Powerpoint.

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. More details are available from the CCM website – it is available once you enrol in the CCM paper.
THINGS YOU NEED TO KNOW

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
» In the new browser window tick the box to join the CCM for the current year
» 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)
The Employment Skills Module consists of four compulsory workshops which involve classroom teaching.

You can sign-up for ESM workshops either via MyWeb/MSC Bookings, or through the University Careers Office (there is a notice board in MSC that shows dates for upcoming ESM workshops and how to enrol for each specific workshop).

Topics covered:
» Career pathways planning
» CV and cover letter writing
» Interviewing skills
» Employment rights and obligations.

Further workshops may be added as the ESM is developed, so check the MSC notice board for up-to-date information.

Enrolment
A normal workload for A and B Semesters is 60 points per semester and a normal workload for Summer School is 40 points (or 30 points for 500 level papers).

Changing Your Programme of Study
If you wish to withdraw or change a paper(s) in your programme of study, you have until the second Friday of A and B Semester to do so with a full refund of fees. Students may also withdraw up until the sixth Friday of the teaching semester (A and B Semesters only) but without any refund of fees. Please enquire with MSC for Summer School change of enrolment dates, or check the University of Waikato Calendar.

Graduate students studying level 500 and above papers should talk to MSC staff if they wish to withdraw from their papers after the sixth Friday. To change your programme of study (ie papers), qualification or major, go to MyWeb, click on the Admin & Enrolment tab and choose the Change of Enrolment link.

Enrolling in Tutorials
Students must enrol in tutorials for Waikato Management School taught papers via MyWeb.
» Login to 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 pop-up window will confirm which tutorial group you have joined.
Re-enrolling and Re-entry
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.

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 and there is no guarantee that re-entry will be granted. There are specific re-entry criteria that a student must meet when applying for re-entry permission, so re-entry is not guaranteed for every student who is eligible. The University may change its re-entry policy during the year so it is important to check your emails and the University website for updated information on re-entry criteria.

Using the Online Timetable
Just before the beginning of the semester it is a good idea to check your timetable online as sometimes the lecture times for a paper may change. To be sure you have the most up-to-date information, check the website: www.timetable.waikato.ac.nz

Printing a Timetable
Firstly, make sure you are looking at the 2013 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: ACCT101-13A MCOM102-13A STMG191-13A MKTG151-13A). Scroll down 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). You might also like to add your tutorial times to your timetable though this will have to be done manually as the timetable creates all available tutorial times if added as part of the above process.

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 bought through the Waikato Print shop on campus.

Assignments
Internal Assessment and Examinations
You should make yourself familiar with the School and University policies on Assessment. School policy is found in the Quality Assurance Manual, which is accessible to all students as a link from the electronic paper outline via your MyWeb page. University policy is found in the University of Waikato Calendar or online at http://calendar.waikato.ac.nz/assessment/assessment.html

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 University’s Assessment Office.

It is possible to apply for special consideration or make alternative arrangements with respect to assessment – this is outlined in the School and University policies. Please note that the deadline for applying for special consideration for an exam or internal assessment 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).
THINGS YOU NEED TO KNOW

Review of Grade
Once your exam marks are final you can apply for a review of your grade if you think there has been some mistake made in the process of calculating the final grade you received. The deadline for a review of your grade is 14 days after the final exam marks are made available.

Submitting Printed Assignments
If you are instructed to hand-in your assignment at MSC you must have a cover page attached to it. It will not cost you anything to print the cover page as the cost is covered by the School.

Printing a Cover Page
1. Click on the “Cover Sheet” link on MyWeb
2. Check that your name and Student ID number are correct
3. Select the appropriate paper from the drop down list
4. Select the appropriate component from the drop down list
5. Please choose HTML format
6. Click on the “Generate cover sheet” button
7. Read the assignment certification message screen and click the appropriate button
8. When your cover sheet appears check that the details are correct to ensure that you have 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
9. Print your assignment cover sheet.

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. You are charged at the normal duplex rate for electronically submitted assignments if they are printed out in MSC.

Plagiarism
Once your assignment has been electronically submitted it is run through a plagiarism software tool called Turnitin. Turnitin easily identifies any similarities between students’ assignments and helps assure academic staff that any work you submit is your own and not copied or borrowed from someone else. Turnitin searches the internet and has a large international database which is used for assignment comparisons. Plagiarism is a serious offence 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(s): 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 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 adjoined to the MSC).

*Note(s): 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.*

Collecting Assignments
Most assignments are marked and handed back to MSC for student collection. You will need to bring photo ID with you when you collect your assignments. Please note that there may be delays between when the assignment marks appear on MyWeb and when the hard copy is physically returned to MSC.

The Student Concerns and Complaints Policy
Students are encouraged to raise matters that are causing them concern so that they can be addressed and so that the University can improve the service it provides. The Student Concerns and Complaints Policy provides 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.
THINGS YOU NEED TO KNOW

RESOURCES FOR WAIKATO MANAGEMENT SCHOOL STUDENTS

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 On-line databases link and is intended to point you to resources that can assist you with gathering information for your assignments.

Types of resources available include:
» 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.

The Library
The Library (located in the Student Centre) provides students with access to books, journals/serials/periodicals, microfilms, maps, DVDs/videos, annual reports, databases, group study rooms, laptops, 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 for items that are in high demand. These may be used only in the Library and are issued for a limited period of time. For further information on the Library you can visit its website at: www.waikato.ac.nz/library

Library Tours and Tutorials
Students new to the 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.

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 reception and enquires desks, or lending desks, located on the entrance levels of the Education Library and the Student Centre or book a tutorial on the Library website: www.waikato.ac.nz/library/study/teaching/t_libtuts_new.shtml
Tutorials tailored for a specific paper can be arranged through your lecturer.

www.waikato.ac.nz
If you need immediate face-to-face help then enquiries can be made at the enquiries desk on the entrance level of the Student Centre or by telephoning +64 7 838 4466 extn 8169. In addition you may make appointments to see the Management Subject Librarian by telephoning +64 7 838 4466 extn 4762 for Caroline Rodler – or 8237 for Heather Morrell. You can contact the Library through the website at: www.waikato.ac.nz/library/contact

**Library Opening Hours:**
- Monday to Thursday 8.30am – 9pm
- Friday 8.30am – 6pm
- Saturday to Sunday 11am – 6pm

For more information about the University Library times (these can vary throughout the year) see the Library website www.waikato.ac.nz/library

**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 websites like Amazon 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 inter-loan the article if it is unavailable on campus. Graduate students and academic staff often need to use this service.

If you need some instruction on 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.management.ac.nz/publications

**Graduation**
Once you have completed all your required papers and met any other requirements of your qualification you can apply to graduate online at www.waikato.ac.nz/sasd/graduation/apply.shtml

If you are still waiting for results for some of your papers you can apply in anticipation to graduate online which will hold a place for you and alert us that you require a completion. Once you have applied online the Graduation Office will contact MSC and ask us for a completion to be done for you.
THINGS YOU NEED TO KNOW

WAIKATO MANAGEMENT SCHOOL STUDENT ORGANISATIONS

Te Ranga Ngaku (TRN) – Māori @ Management Student Network

TRN is an established network within Waikato Management School. Membership is open to any Māori student currently undertaking studies at the Waikato Management School, either part-time or full-time. The kaupapa of this rōpu is to encourage whakawhanaungatanga of all Māori students through manākitanga, awhi, and tautoko. The vision of TRN is to foster academic achievement and excellence amongst Māori management students.

TRN is governed by an executive committee. Make sure you are part of the rōpu – come and have a korero, meet the whānau and get involved.

Whakapiri mai tatou, kia kotahi ai.

To find out more email terangangaku@gmail.com or find us on Facebook – Te Ranga Ngaku Incorporated.

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, AIESEC provides the ‘AIESEC Experience’ and runs more than 350 conferences, provides 4,000 work abroad opportunities, and offers over 5,000 leadership positions to its 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.

Email aiesec@waikato.ac.nz for further information, or look out for posters that detail meeting times and venues.

Waikato Management School Student Association (WMSSA)

WMSSA is a management students’ association aimed at supporting and connecting students to the business world by providing networking and mentoring opportunities. The Student Association delivers this through networking evenings, guest speakers, a mentoring service and other support services.

WMSSA’s goals are to:

» Bridge the learning gap between theory and real business practise
» Help students gain insight into opportunities that exist within each major
» Facilitate the creation of professional networks and teach essential business skills to ensure that WMS graduates not only put their best foot forward into the business world, but are equipped to be successful in it
» And finally, to create a Management Student community that connects students long after they have graduated.

Email wmss.assoc@gmail.com for further information.
Students in Free Enterprise (SIFE)
SIFE’s mission is to provide university students the best opportunity to make a difference and to develop leadership, teamwork and communication skills through practicing and teaching the principles of free enterprise.

SIFE is a global non-profit organisation active in 47 countries that motivates university students to create economic opportunity for others while discovering their own potential. Working in partnership with business and higher education, SIFE mobilises students around the world to use knowledge learned in the classroom to address real-world issues in their communities. SIFE students form teams in their university and develop outreach projects that teach market economics, entrepreneurship, financial literacy, personal success skills and business ethics. Thereby, these students make a difference and create a better world while realising the full potential they have as the entrepreneurs and business leaders of tomorrow. Each year, students present their projects at competitions which are held in every SIFE country; the winners go on to compete globally at the SIFE World Cup.

Email sife@waikato.ac.nz for further information.

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 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; 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

THE UNIVERSITY OF WAIKATO SERVICES AND FACILITIES

Accommodation Advisory Service
The Accommodation Adviser helps students to find accommodation by providing listings of houses, flats and boarding situations. The Adviser is also available to give advice on tenancy issues. Phone +64 7 838 4084, or email accom@waikato.ac.nz

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 website. The Careers and Employment Centre is located in room CHSS.G.195 in the Student Services Building, phone +64 7 838 4466 extn 6264 or email careers@waikato.ac.nz
**Counselling Services**

The Student Counselling Service is located in the Student Services Building, behind the Chapel, off the Gate 1 car park. 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 4037 or email student_services@waikato.ac.nz

**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 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 4711 or call-in at room CHSS.G.26 in the Student Services Building.

Students who suffer a temporary disability may also use the services provided.

**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. Concerts, recitals and other activities are also held regularly in the Chapel.

**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](http://www.waikato.ac.nz/hrm/internal/harassment.shtml)

**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 nurses to meet students’ medical needs.

The Medical Centre is open Monday 9am – 5pm and Tuesday to Friday from 8.30am – 5pm. 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 or email medcent@waikato.ac.nz (this is for enquiries only and not for booking appointments).

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 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.
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 email unirec@waikato.ac.nz

Student Financial Adviser
A financial adviser 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 Adviser is located in the Accommodation and Conference Services Building, phone +64 7 838 4910.

University of Waikato Student Centre
In addition to MSC, you can also access the University’s Student Centre in the Library and be provided with a wide range of administrative services. The Student Centre is open Monday to Friday, 8.30am – 5pm. Please contact them if you need help and advice on any of the following: admission, enrolment, academic records, change of name/address, ID cards, graduation. For more information please phone 0800 WAIKATO, fax +64 7 838 4370, or email info@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, this 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 bachelor degrees are taken simultaneously; this allows you to complete the two bachelor degrees in a shorter period of time than would ordinarily be possible.

Corequisite
A corequisite 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.
THINGS YOU NEED TO KNOW

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 entrance to honours programmes and also for awarding the Class of Honours. The following table illustrates average grades/GPA equivalents.

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<thead>
<tr>
<th>Grade</th>
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<tr>
<td>A+</td>
<td>9</td>
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<td>A</td>
<td>8</td>
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<td>A-</td>
<td>7</td>
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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, i.e. 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 Assessment Requirements
To be eligible to pass undergraduate papers you should normally achieve a minimum grade of D in the internal assessment and the final examination, and an overall grade of C.

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.
THINGS YOU NEED TO KNOW

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.

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 normally runs for a six-week period. S Semester usually starts on the first Monday in January and normally 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 and not every paper is offered every year.

Note(s): If you choose to study in both S and T Semesters in one year your Studylink allowances may be affected.

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.
You can contact staff by phone by:

» Calling +64 7 838 4466 then enter the extension
» Direct dialling +64 7 838 then extension (for extensions starting with 4)
» Direct dialling +64 7 858 then extension (for extensions stating with 5)

**MANAGEMENT STUDENT CENTRE**

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