Student Handbook

Waikato Management School
Te Raupapa
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 that is ranked top in 10 subjects under the Government’s Performance Based Research Fund. 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 win national teaching awards. We are proud of our academic quality and the fact that we turn out 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 68 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 just gather together and 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 was the vision of a group of driven Waikato people. It quickly became a focal point in 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 and then head out into the world as alumni and ambassadors for us.

Roy Crawford
VICE-CHANCELLOR
UNIVERSITY OF WAIKATO
The Management Student Centre (MSC) provides a number of facilities and support services for Waikato Management School students. MSC staff assist students with university-related queries. MSC provides students with somewhere to meet, study, use resources (such as photocopying) and hand in and receive marked assignments. In addition, MSC caters for the needs of Māori and international students, with a student mentoring service as well as a Māori Consultant and an International Consultant.

All Management students who have queries regarding their studies should go to MSC initially for assistance. MSC is located in MS1 (behind the Station Café on Hillcrest Road), and is open from 8.45am to 4.45pm Monday to Friday.

MSC Provides:
- Prospective student information
- Enrolment and programme advice
- 499 administration
- Entry and re-entry decisions
- Degree planning
- Student orientation
- Academic support for students (through our Language and Learning Development Team)
- Assignment hand-in and collection place
- Copying facilities
- Space for group and individual work, including several student computers
- Student mentors
- Support for Tauranga Campus based students.

Contact Details

MANAGEMENT STUDENT CENTRE
Waikato Management School, The University of Waikato
Private Bag 3105, Hamilton 3240, New Zealand
Phone: +64 7 838 4303
Fax: +64 7 838 4033
Email: msc@mngt.waikato.ac.nz

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

Readers should be aware that the University of Waikato Calendar takes precedence.
## TEACHING AND ASSESSMENT PERIODS 2012

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<td><strong>B SEMESTER</strong></td>
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*Note: Enrolment deadlines may be subject to change. Please refer to the University of Waikato Calendar online.*
## Section A: Qualifications

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### Section B: Subjects

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If you have any suggestions to improve future editions of this handbook, please email them to wmspr@mngt.waikato.ac.nz
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 objective. The School also has in place policies, processes and projects to achieve this objective. 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.

Practice Relevance
Waikato Management School is committed to ensuring all students receive a research-led, practice relevant education. The skills and curiosity of our students are developed through an education philosophy that promotes independent thinking and collaborative work. Because our faculty are active researchers, students are exposed to fresh ideas, emerging theory and real-world, real-time business cases.
Distinction
We are distinct because our purpose is clear. We recognise that long-term business success depends not just on profit, but on responsiveness to resource, social and environmental issues. 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 10 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 view their website www.waikato.ac.nz/international

Experience
Waikato Management School strives to offer an outstanding experience to all stakeholders. Students are supported by an extensive range of services aimed to ensure their learning and social experience is enjoyable and successful. The School is well resourced, modern, and has high quality computing facilities.
ADMISSION INFORMATION

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:

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<th>NCEA LEVEL 3 (OR HIGHER) REQUIREMENTS</th>
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<td>14 credits in an approved subject    +</td>
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<th>LITERACY AND NUMERACY REQUIREMENTS</th>
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<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 INFORMATION

INTERNATIONAL STUDENTS

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

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.

Notes: 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 for 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 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 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 you have:
» BMS, BBA, BECom, BCS, BTour, 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).
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 you have:
» BECom, or equivalent from another university.

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.

Postgraduate Diploma in Management Studies
You have either:
» A bachelors degree
» A tertiary or relevant professional qualification
And:
» At least five years of relevant work experience in a managerial or related role.
In some cases the requirements for formal degree qualifications can be waived where relevant practical experience is deemed to offset a lack of prior tertiary study.
ADMISSION INFORMATION

Master of Business and Management
For the 120 point programme you have:
» BMS(Hons) with at least Second Class Honours (first division), or equivalent degree

And:
» Be accepted by the Dean of Waikato Management School who will consult with the Director of the MBM programme.

For the 240 point programme you have:
» A University of Waikato bachelors degree, or equivalent qualification(s) from a recognised tertiary institution, in any subject area

And:
» Be accepted by the Dean of Waikato Management School who will consult with the Director of the MBM programme.

Your acceptance into either the 120 point or 240 point programme might be subject to the completion of any qualifying papers, or additional work as may be required, either prior to your admission or concurrently.

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.

Notes: 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 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 2012)
You have either a:
» Master of Business Administration
» Master of Management Studies
» Master of Electronic Commerce
» An equivalent qualification from a recognised University with a B+ grade average.

Postgraduate Diploma in Personal Financial Planning (not offered 2012)
Normally you will have:
» A previous degree and/or experience in financial markets
» Be employed by a bank or an approved financial institution.
» Industry experience will be taken into account if you have no tertiary qualification.

www.management.ac.nz
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 for the home page and click on the Application Forms link to find a comprehensive list of available scholarships and full details of the regulations.

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.
SCHOLARSHIPS, PRIZES AND AWARDS

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.
UNDERGRADUATE AND POSTGRADUATE SCHOLARSHIPS

All scholarships listed below are available to New Zealand citizens or permanent residents. The Bren Low Memorial Scholarship, Brian Smith Memorial 499/599 Scholarship and the Cayne Dunnett Memorial 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.

Cayne Dunnett Memorial Scholarship

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

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

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

» The recipient will receive the chance to undertake up to two months of sponsored summer holiday work (and subsidised accommodation if required), in the Markets (Treasury) environment of the Bank of New Zealand in Wellington or Auckland. Subsequent to the summer holiday work, if the candidate is employed in a full-time role within BNZ markets, a one-off grant of $10,000 will be made towards paying off that student’s Loan.

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

First NZ Capital Scholarship in Finance and Economics

This scholarship was established in 1982 by First NZ Capital to encourage and support students in the study of finance and economics. First NZ Capital is one of New Zealand’s leading investment banks.

» You must be a full-time student studying towards a degree with a major in economics or finance.
» Awarded annually on the basis of academic merit; aptitude in finance or economics; character and general business knowledge; and prospects for making a contribution to the finance profession in New Zealand.
» Is tenable for two years and has a value of $4,000, paid in two instalments. $2,000 in the year of award and $2,000 paid in the following year.
» Applications close in March for awarding in the current year, specific details can be found at www.firstnzcapital.co.nz
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.

Human Resources Institute of New Zealand Postgraduate Scholarship
This scholarship was established in 2005 by the Human Resources Institute of New Zealand (HRINZ) to fund the development of future leaders in the field of Human Resources, to give students a head start in pursuing their careers in Human Resources, to raise the profile of HRINZ among students, and to ease the financial burden of further education.

» You must be enrolled in a postgraduate research based Honours, Masters or PhD qualification.

» Your research topic must be in an area of Human Resources that is likely to have a practical interest or application in New Zealand (preference will be given to strategic Human Resource topics).

» Awarded annually on the basis of academic achievement; interest in, and potential for a career in HR or HR academia; and relevance of the research to New Zealand organisations.

» Has a value of $3000 paid in two equal instalments, plus two years complimentary membership of the Institute (HRINZ) for the year of tenure and the year following tenure.

» Applications close in October of each year.

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 of 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.

**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 NZD10,000. Half will be paid at the commencement of Part Two and the remaining portion will be paid halfway 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.
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: 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.

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 & 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 & 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 & 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.
SCHOLARSHIPS, PRIZES AND AWARDS

Department of Management Systems

Gallagher Group Prize in 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 Advanced 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.
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.
SCHOLARSHIPS, PRIZES AND AWARDS

The Ted Zorn Waikato Alumni Award for Management Communication

This prize was established in 2004 by Professor Zorn in celebration of ten years of achievement by the Department of Management Communication in higher education and research. The award provides an opportunity for peer recognition of graduates of the department who have, since their graduation, distinguished themselves in a field of management communication.

The prize is awarded annually to a graduate of Waikato Management School who majored in a discipline offered by the Department of Management Communication, and who has, since graduation, achieved excellence in a position in the field of 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 FINA311-12A(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>12A</td>
<td>This is the year and semester indicator that tells you when the paper is taught, in this case 2012 Semester A. 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

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 assessments 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 for the Master of Management Studies, Master of Electronic Commerce

» One year for an Honours qualification, Certificate, Diploma, Graduate Diploma, Postgraduate Diploma

» One semester for a Graduate Certificate, Postgraduate Certificate.
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
Facebook:  www.facebook.com/waikatoexeced

Completion Notes

The regulations outlined in this publication apply to students beginning their studies in 2012. Current students who began their programme prior to 2012 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 pertinent information regarding the School's policies and can be accessed via your papers on MyWeb.
OVERVIEW

PROGRAMMES 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. If you complete an Honours qualification then you would be able to complete a masters degree with just one more year of graduate study.

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 degree 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.

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 or BTour 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 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**

<table>
<thead>
<tr>
<th>MS1, Hamilton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone: +64 7 838 4303</td>
</tr>
<tr>
<td>Email: <a href="mailto:msc@waikato.ac.nz">msc@waikato.ac.nz</a></td>
</tr>
<tr>
<td>Website: <a href="http://www.management.ac.nz">www.management.ac.nz</a></td>
</tr>
<tr>
<td>Facebook: <a href="http://www.facebook.com/waikatomanagementschool">www.facebook.com/waikatomanagementschool</a></td>
</tr>
</tbody>
</table>

**THE UNIVERSITY OF WAIKATO AT TAURANGA**

<table>
<thead>
<tr>
<th>Tauranga Campus, 70 Windermere Drive, Poike, Tauranga 3112</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone: +64 7 577 0620</td>
</tr>
<tr>
<td>Email: <a href="mailto:amkell@waikato.ac.nz">amkell@waikato.ac.nz</a></td>
</tr>
<tr>
<td>Website: <a href="http://www.uwt.waikato.ac.nz">www.uwt.waikato.ac.nz</a></td>
</tr>
</tbody>
</table>

**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.
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 an 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.
MAJORS, SUBJECTS AND SPECIALISATIONS

Majors
A major is the main subject(s) in which you specialise for your undergraduate degree, which 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:

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

*Note: The offering of this major is subject to external approval processes, if approved it will be available from 2012.*
OVERVIEW

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:

- Accounting
- Agribusiness
- Economics
- Electronic Commerce
- Entrepreneurship and Innovation
- Finance
- Human Resource Management
- International Management
- Management and Sustainability
- Management Communication
- Management Systems
- Marketing
- Public Relations
- Social Enterprise
- Strategic Management
- Tourism and Hospitality Management

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.

Available Specialisations

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

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

You must include the following papers (see notes on next page):

- » AGRI201 New Zealand Agribusiness
- » AGRI202 Sustainable Agriculture
- » AGRI3XX Advanced New Zealand Agribusiness

www.management.ac.nz
And 20 points from the following list of electives:

» AGRI302 Agribusiness Project
» AGRI3XY/4XY Strategic Management and Marketing for Agribusiness
» AGRI3XZ/4XZ Financial Analysis for Agribusiness

**Notes:** The above regulations are subject to Academic Board approval and if approved will be available in 2012. This specialisation is also available for the BSc, BSc(Tech) and BCMS.

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

Global knowledge and experience can add value to your undergraduate degree that will be appreciated by potential employers. The experience of living in another country, experiencing different cultural environments and studying at an overseas university represent significant learning opportunities. If you wish to take a specialisation in Management Education Abroad then you will be required to pass at least 60 points of credit above 100 level from an overseas university or universities. The credit needs to be taken in a subject relevant to your programme in management, and taken while you are enrolled in one of the above degrees. Further information on this topic can be found at [www.management.ac.nz/studentexchange](http://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, BECom, BCS and BTour**

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

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

You must include the following papers:

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

**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
OVERVIEW

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 (see note below):
- 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.

Note: The above regulations are subject to Academic Board approval and if approved will be available in 2012.

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

Specialisation 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.
BACHELOR OF MANAGEMENT STUDIES

BACHELOR OF MANAGEMENT STUDIES

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

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

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

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

Degree Planner – Bachelor of Management 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>ECON100 Business Economics and the NZ Economy</td>
<td>FINA201 Finance</td>
<td>200 level or above</td>
<td>300 level or above</td>
</tr>
<tr>
<td>MKTG151 Introduction to Marketing</td>
<td>HRMG241 Organisational Behaviour</td>
<td>200 level or above</td>
<td>400 level</td>
</tr>
<tr>
<td>MSYS111 E-Business and Supply Chain Management</td>
<td>MCOM200 Management Communication</td>
<td>200 level or above</td>
<td>400 level</td>
</tr>
<tr>
<td>STAT160 Management Statistics</td>
<td>MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td>300 level or above</td>
<td>300 level or above</td>
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<tr>
<td>STMG191 Introduction to Management</td>
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</tbody>
</table>

100 level or above*  100 level or above  300 level or above  300 level or above

Compulsory papers  Compulsory 1st major  Second major/Specialisation/Elective papers

*Replace with a 200 level 2nd major paper if chosen 2nd subject is not listed for the degree.

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)
» 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.

Notes: If taking an Accounting major you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However you are strongly encouraged to 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.

Major Requirements

You must select at least one of the subjects below:

Accounting
Agribusiness (see note on next page)
Economics
Electronic Business
Finance
Hospitality Management
Human Resource Management
International Management
Management Communication
Marketing
Public Relations
Strategic Management
Supply Chain Management
Tourism Management
Note: The offering of this major is subject to external approval processes, and if approved will be available from 2012.

For any of the above subjects taken as a first or second major you must:
» Pass 120 points (at least six papers) at 200 level or above.

And include at least:
» 60 points (at least three papers) at 300 level or above
» 40 points (at least two papers) at 400 level or above.

And:
» Honours students must pass at least 30 points at 500 level in each major subject
» You may not count any compulsory paper towards your first major although MNGT221 can be counted towards your second major subject if it is selected from those listed above.

You can also choose to take a second major in a subject not listed 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.

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.

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 assess how well its programmes are meeting the learning goals of the BMS.

Special Credit Arrangements
Waikato Management School has developed credit arrangements, also known as articulation agreements, with the polytechnics below. These agreements enable students to meet most of the requirements of the first two years of the BMS by completing a prescribed package of New Zealand Diploma in Business papers (with a B grade average):
» Waiariki 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.
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 as part of the required 120 points at 500 level or
» Take a 499 to meet the degree requirements and then take 120 points in other 500 level papers.

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

If awarded, the class of honours will be determined on the basis of your grades in the 500 level papers. However, if you do not meet any of the above standards then you may be awarded the BMS degree without honours.
Further Study
An average of B+ in the BMS(Hons) satisfies the admission requirements for the one year (120 points) Master of Management Studies at Waikato Management School. Successful completion of the BMS(Hons) degree may also allow you direct entry into masters degrees at other New Zealand universities.

Frequently Asked Questions

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

Formula for calculating GPA:
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
BACHELOR OF BUSINESS ANALYSIS – FINANCIAL

A uniquely focused programme that offers you an alternative business degree to management studies if numbers and their meaning are your game.

The BBA(Fin) is a three-year degree with a particular emphasis on financial analysis, so you can get your qualification and get on with 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 and it’s strongly recommended that you also choose a second major. While this can be in any subject, you’ll really focus your qualification if you take a second major in another BBA subject; you can study any combination of two of the three subjects, such as accounting and finance, or economics and accounting. Other good second major subjects include statistics, mathematics or computing.

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

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

| YEAR 1 | | | | | | |
| --- | --- | --- | --- | --- | --- |
| ACCT101 | ECON100 | MATH166 | MSYS111 | STAT160 | STMG191 |
| | | 100 level or above* | 100 level or above | |
| YEAR 2 | | | | | |
| ECON200 | FINA201 | 200 level or above | 200 level or above | |
| Macroeconomics and the Global Economy | Finance | | |
| | | 200 level or above | 200 level or above |

| YEAR 3 | | | | |
| --- | --- | --- | --- |
| 300 level or above | 300 level or above | 300 level or above |

*If taking a second major you will need to replace this elective with a 200 level second major paper.
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)
» 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: 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 WITH HONOURS – FINANCIAL

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

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

Degree Requirements
To complete the BBA(Hons)(Fin) you must:
» Pass 120 points at 500 level
» Take a dissertation
» 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)
» 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 ELECTRONIC COMMERCE

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

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

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

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>ACCT101</th>
<th>MCOM102</th>
<th>MKTG151</th>
<th>MSYS111</th>
<th>MSYS121</th>
<th>STMG191</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Accounting for Management</td>
<td>Introduction to Communication in a Digital Age</td>
<td>Introduction to Marketing</td>
<td>E-Business and Supply Chain Management</td>
<td>The World of Electronic Commerce</td>
<td>Introduction to Management</td>
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<tr>
<td></td>
<td>100 level or above*</td>
<td>100 level or above*</td>
<td>100 level or above*</td>
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YEAR 2

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<tr>
<th>MSYS219 Industry Experience 1</th>
<th>200 level or above</th>
<th>200 level or above</th>
<th>200 level or above</th>
<th>200 level or above</th>
<th>200 level or above</th>
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</table>

YEAR 3

<table>
<thead>
<tr>
<th>MSYS319 Industry Experience 2</th>
<th>300 level or above</th>
<th>300 level or above</th>
<th>200 level or above</th>
<th>200 level or above</th>
<th>300 level or above</th>
</tr>
</thead>
</table>

*If taking a second major you will need to replace this elective with a 200 level second major paper.
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)
- 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: 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.

Notes: This major requires COMP103 as a prerequisite for COMP200 level papers. If applied computing is taken as a second major for the BECom then MSY319 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
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)
» 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 COMMUNICATION STUDIES**

**Communication is a powerful tool. Every task is completed through communication and to manage is to communicate. Learn how to use this power strategically and creatively to address communication challenges, build loyalty and drive organisational success.**

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

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

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

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

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

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th></th>
<th>YEAR 2</th>
<th>MCOM220 Communication Theory</th>
<th>MNGT100 Management and Sustainability</th>
<th>MCOM133 Introduction to Corporate Communication</th>
<th>MCOM102 Introduction to Communication in a Digital Age</th>
<th>MKTG151 Introduction to Marketing</th>
<th>MCOM122 Diversity Management and Communication</th>
<th>STMG191 Introduction to Management</th>
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</thead>
<tbody>
<tr>
<td>LING132 Introduction to Linguistic Communication</td>
<td>MCOM102 Introduction to Communication in a Digital Age</td>
<td>MCOM133 Introduction to Corporate Communication</td>
<td>MKTG151 Introduction to Marketing</td>
<td>MCOM122 Diversity Management and Communication</td>
<td>STMG191 Introduction to Management</td>
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<td>100 level or above*</td>
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<tr>
<td>*Replace with a 200 level second major paper if chosen second subject is not listed for the degree.</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. 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)
» 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: 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 two of Management Communication, Marketing, and/or Public Relations are able to undertake a ‘399 Communication Investigation in the Workplace’. This paper gives you experience in working and undertaking research in a real management environment. The 399 is taken in the B semester of the third year of the BCS. 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 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)
» 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.
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 balanced managers that understand the environmental, cultural and social impacts and benefits of tourism. You’ll gain an understanding of national and international tourism management and be well-equipped to shape the tourism and hospitality industry of the future.

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

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

<table>
<thead>
<tr>
<th>Degree Planner – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>YEAR 1</strong></td>
</tr>
<tr>
<td>TOMG101</td>
</tr>
<tr>
<td>TOST100</td>
</tr>
<tr>
<td>STMG191</td>
</tr>
<tr>
<td>ACCT101</td>
</tr>
<tr>
<td>ECON100</td>
</tr>
<tr>
<td>STMG191</td>
</tr>
<tr>
<td>MSYS121</td>
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<tr>
<td><strong>YEAR 2</strong></td>
</tr>
<tr>
<td>200 level or above</td>
</tr>
<tr>
<td><strong>YEAR 3</strong></td>
</tr>
<tr>
<td>TOMG390</td>
</tr>
<tr>
<td>300 level or above</td>
</tr>
</tbody>
</table>

At least three of these four:

- ACCT101 Accounting for Management
- ECON100 Business Economics and the NZ Economy
- STMG191 Introduction to Management
- MSYS121 Management and Sustainability

**Legend:**
- Compulsory papers
- Compulsory 1st major
- Second major/Specialisation/Elective papers
- Compulsory field papers
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 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)
» 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 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.

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

BACHELOR OF TOURISM WITH HONOURS

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

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

Degree Requirements

To complete the BTour(Hons) 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: 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)
» 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 are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two components in a shorter period of time than would ordinarily be possible. All of our Undergraduate Degrees are also available as a conjoint degree with most other University of Waikato undergraduate degrees.

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

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

Or perhaps a BMS(Hons) with a:

Bachelor of Laws with Honours
Bachelor of Science

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

Progression Requirements

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

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

Conjoint Degree Requirements

You must:

» Meet the admission requirements for each of the component degrees
» Enrol in at least one paper for each of the component degrees each year, unless one component has been completed
» Count each paper towards only one component degree.

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

| Degree Planner – Bachelor of Management Studies (BMS) as part of a Conjoint Degree |
|---|---|---|---|---|---|
| **YEAR 1** | **YEAR 2** | **YEAR 3** | **YEAR 4** |
| ECON100 Business Economics and the NZ Economy | FINA201 Finance | 300 level or above | 400 level for BMS or 500 level for BMS(Hons) |
| MKTG151 Introduction to Marketing | HRMG241 Organisational Behaviour | 300 level or above | 400 level for BMS or 500 level for BMS(Hons) |
| MSYS111 E-Business and Supply Chain Management | MCOM200 Management Communication | 300 level or above | 500 level for BMS(Hons) only |
| STAT160 Management Statistics | MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi | 300 level or above |  |
| STMG191 Introduction to Management | 200 level or above |  |  |

BMS(Hons) may choose 499 or 399; if 599 – one 500 level major paper can be swapped for 400 level.

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*Compulsory papers  Compulsory 1st major  Elective papers*
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
» Complete the requirements for a first major as stated in the BMS major requirements
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) (see note 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.

Notes: If taking an accounting major you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However you are strongly encouraged to 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

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

» Pass all the compulsory papers for the BBA(Fin) degree
» Complete the requirements for a first major as stated in the BBA(Fin) major requirements
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) (see note 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: 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

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)
» 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: 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 AS PART OF A CONJOINT DEGREE

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)
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Enrol in at least one paper for each degree component per year
» Pass a minimum of 270 points.

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

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

**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)
- 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.

**Notes:** It may be possible to take MNGT396 Work Placement paper in pace 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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### Degree Planner – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt)) as part of a Conjoint Degree

**YEAR 1**

<table>
<thead>
<tr>
<th>TOMG101</th>
<th>TOST100</th>
<th>STMG191</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Tourism and Hospitality</td>
<td>Touring Places: Placing Tourism</td>
<td>Introduction to Management</td>
</tr>
</tbody>
</table>

**YEAR 2**

<table>
<thead>
<tr>
<th>Compulsory papers</th>
<th>Compulsory 1st major</th>
<th>Elective papers</th>
</tr>
</thead>
</table>

**YEAR 3**

<table>
<thead>
<tr>
<th>TOMG390</th>
</tr>
</thead>
<tbody>
<tr>
<td>Directed Study</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Compulsory field papers</th>
</tr>
</thead>
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### BTour(THMgt) Degree Planner

<table>
<thead>
<tr>
<th>Year</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>YEAR 1</td>
<td>TOMG101, TOST100, STMG191</td>
</tr>
<tr>
<td>YEAR 2</td>
<td>ACCT101, ECON100, MKTG151, MSYS121</td>
</tr>
<tr>
<td>YEAR 3</td>
<td>TOMG390</td>
</tr>
</tbody>
</table>

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**Notes:**

- It may be possible to take MNGT396 Work Placement paper in pace 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.
CERTIFICATES

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

At the Waikato Management School you can choose from:

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

<table>
<thead>
<tr>
<th>Certificate</th>
<th>Paper Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>CERTIFICATE IN MANAGEMENT</td>
<td>100 level</td>
</tr>
<tr>
<td>Specialisation</td>
<td>Elective papers</td>
</tr>
<tr>
<td>Choose from one of Electronic Commerce, Financial Analysis, or Management Studies and check Cert(Mgt) requirements for specific paper requirements.</td>
<td></td>
</tr>
<tr>
<td>CERTIFICATE IN COMMUNICATION STUDIES</td>
<td>100 level</td>
</tr>
<tr>
<td>Compulsory</td>
<td>Elective papers</td>
</tr>
<tr>
<td>Select from BCS compulsory papers.</td>
<td></td>
</tr>
<tr>
<td>CERTIFICATE IN TOURISM†</td>
<td>TOMG100 OR TOST100</td>
</tr>
<tr>
<td>Compulsory</td>
<td>Elective papers</td>
</tr>
<tr>
<td>If the field chosen is Tourism and Hospitality Management, select from BTour(THMgt) compulsory papers.</td>
<td></td>
</tr>
</tbody>
</table>

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.
CERTIFICATES AND DIPLOMAS

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)).

www.management.ac.nz
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))**

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**Diploma Planners**

**DIPLOMA IN MANAGEMENT**

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

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

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

**DIPLOMA IN COMMUNICATION STUDIES**

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

- **Compulsory**
  - 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.

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

**DIPLOMA IN TOURISM†**

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

- **Compulsory**
  - Select from BTour(THMgt) or BTour(T&Soc) major subject papers.

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

†Optional specialisation available in Tourism Management or Hospitality Management.

**Note:** For all Diplomas – in addition to the papers shown above you will also take writing and computing competency modules.
CERTIFICATES AND DIPLOMAS

Paper Requirements
You must pass at least 45 points at 100 level before enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before enrolling in 300 level papers.

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

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

The field of Management includes the following subject areas:

- Accounting
- Agribusiness
- Economics
- Electronic Business
- Electronic Commerce
- Finance
- Hospitality Management
- Human Resource Management
- International Management
- Management Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management
- Tourism Management
Requirements for the Diploma in Management

To complete the Diploma in Management (Dip(Mgt)) you must:

» Pass 120 points at 100 level or above in the diploma fields
» Include at least 80 points at 200 level or above in the diploma fields
» Pass at least 80 points in the field of management (see Fields)
» Include a specialisation (80 points) in either Electronic Commerce, Financial Analysis or Management Studies
» Pass a Computer Competency Module (CCM)
» Pass a Writing Competency Module (WCM) in this or a prior qualification (see note below).

**Note:** If you do not pass the WCM in your first 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:** 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:** 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:** 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.
CERTIFICATES AND DIPLOMAS

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).

Notes: The above regulations are subject to Academic Board approval and if approved will be available in 2012. 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 TOST100, 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).

Notes: The above regulations are subject to Academic Board approval and if approved will be available in 2012. 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).
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 one more paper.

Qualification Requirements

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

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

And:
- Pass 60 points at 100 level or above
- 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.
CERTIFICATES AND DIPLOMAS

GRADUATE DIPLOMAS

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

Planner – Graduate Diploma (GradDip)

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

*You may select 100 level papers. This choice would mean you need one more paper.
In addition to the papers shown above you will also take a writing competency module.

Qualification Requirements

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

- Accounting (GradDip(Acc))
- Agribusiness (GradDip(AgBus))
- Economics (GradDip(Econ))
- Electronic Business (GradDip(EBus))
- 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 below)
- Meet any paper prerequisites unless a waiver is obtained.

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

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

www.management.ac.nz
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>500 level</th>
<th>500 level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</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 next page)
Economics (PGCert(Econ))
Electronic Commerce (PGCert(ECom))
Finance (PGCert(Fin))
Human Resource Management (PGCert(HRM))
International Management (PGCert(IntMgt))
Management and Sustainability (PGCert(MgtStn))
Management Communication (PGCert(MgtComm))
Management Studies (PGCert(MgtSt)) (see note on next page)
Management Systems (PGCert(MgtSys))
Marketing (PGCert(Mrkt))
Public Relations (PGCert(PR))
Social Enterprise (PGCert(SocEnt))
Strategic Management (PGCert(StratMgt))
Tourism and Hospitality Management (PGCert(THMgt))

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

<table>
<thead>
<tr>
<th>Planner – Postgraduate Diploma (PGDip)</th>
</tr>
</thead>
<tbody>
<tr>
<td>500 level</td>
</tr>
</tbody>
</table>

Required
From one subject area.

Elective papers

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.

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))
CERTIFICATES AND DIPLOMAS

Management Studies (PGDip(MgtSt)) (see note below)
Management Systems (PGDip(MgtSys))
Marketing (PGDip(Mrkct))
Personal Financial Planning (PGDip(PFinPlan)) (see note below)
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: 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.
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.

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**Planner – Master of Management Studies (MMS)**

**YEAR 1**

- **Graduate Research Methodology**
  - 30 points

- **Dissertation or Thesis**
  - 30 points

**YEAR 2**

- **500 level**
  - 30 points

- **500 level**
  - 30 points

- **500 level**
  - 30 points

- **500 level**
  - 30 points

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**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

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*If 15 point papers are selected as part of this programme then extra papers will be required to complete the degree.*
If your admission was based upon having a BMS, BBA, BECom, BCS, BTour, or equivalent, then to complete the MMS degree you must:

» Pass 240 points at 500 level
» Pass at least 120 points in one of the 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:** 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.

**Fast Track Masters**

**An Accelerated MMS Programme**

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

Typical programme structures are shown in the following table.

**Fast Track Programme Structure Options for New Students**

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

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

**Class of Honours**
The degree may be awarded with:

- First Class Honours (equivalent to a GPA of 7)
- Second Class 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.

**MASTER OF ELECTRONIC COMMERCE**

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.

**Planner – Master of Electronic Commerce (MECom)**

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>Research Methodology Paper</th>
<th>Dissertation</th>
<th>500 level</th>
<th>500 level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>500 level</td>
<td>30 points</td>
<td>30 points</td>
<td>30 points</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YEAR 2</th>
<th>Dissertation or Thesis*</th>
<th>500 level*</th>
<th>500 level*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MSYS592/3/4</td>
<td>30 points</td>
<td>30 points</td>
</tr>
</tbody>
</table>

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

*Dissertation or thesis (up to four papers).
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 note below)
» Take either MSYS592, MSYS593 or MSYS594 in the last 120 points.

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

If your admission was based upon having a BECom(Hons) or Postgraduate Diploma, then to complete the MECom degree you must:
» Pass 120 points at 500 level
» Take MSYS592, MSYS593, or MSYS594
» Take no more than 30 points outside of the subject Electronic Commerce.

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.

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

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

The comprehensive Waikato MBA programme has been tailor-made with input from leading organisations and business leaders to ensure you complete the programme with thorough theoretical and practical business understanding, as well as essential leadership skills.

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

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:

www.management.ac.nz
» 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:** 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 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>
<tr>
<th>Code</th>
<th>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>
</tr>
<tr>
<td>EXLD528</td>
<td>People, Organisations and High Performance Teams</td>
<td>15</td>
</tr>
<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>
</tbody>
</table>

**Subject to the approval of the Director of the MBA, up to 30 points may be taken in place of the above papers from other 500 level papers offered by the University of Waikato.**
CORPORATE & EXECUTIVE EDUCATION

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 qualification for graduate students who want to successfully enter today’s fast-changing international corporate environment.

While the Waikato MBA builds on management experience, the Waikato 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 Waikato 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.

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

<table>
<thead>
<tr>
<th>Part One</th>
<th>Part Two</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXLD500</td>
<td>EXLD543</td>
</tr>
<tr>
<td>Management and Sustainability</td>
<td>Business Research Methods</td>
</tr>
<tr>
<td>7.5 points</td>
<td>10 points</td>
</tr>
<tr>
<td>EXLD508</td>
<td>EXLD544</td>
</tr>
<tr>
<td>Business and Environmental Sustainability</td>
<td>Major Research Project</td>
</tr>
<tr>
<td>7.5 points</td>
<td>30 points</td>
</tr>
<tr>
<td>EXLD517</td>
<td>EXLD545</td>
</tr>
<tr>
<td>Organisational Culture, Crisis and Risk</td>
<td>International Business, Cultures and Markets</td>
</tr>
<tr>
<td>7.5 points</td>
<td>10 points</td>
</tr>
<tr>
<td>EXLD518</td>
<td>EXLD548</td>
</tr>
<tr>
<td>Corporate Social Responsibility</td>
<td>Commercial Law and Corporate Governance</td>
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<tr>
<td>7.5 points</td>
<td>10 points</td>
</tr>
<tr>
<td>EXLD519</td>
<td>EXLD549</td>
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<tr>
<td>Personnel and Human Resource Management</td>
<td>Finance and Financial Markets</td>
</tr>
<tr>
<td>15 points</td>
<td>10 points</td>
</tr>
<tr>
<td>EXLD520</td>
<td>EXLD550</td>
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<tr>
<td>Financial Analysis and Performance</td>
<td>Entrepreneurship and Innovation</td>
</tr>
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<td>15 points</td>
<td>10 points</td>
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<tr>
<td>EXLD521</td>
<td>EXLD551</td>
</tr>
<tr>
<td>Information and Supply Chain Management</td>
<td>Sustaining Authentic Leadership</td>
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<tr>
<td>15 points</td>
<td>10 points</td>
</tr>
<tr>
<td>EXLD522</td>
<td>EXLD552*</td>
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<tr>
<td>Economics for Managers</td>
<td>Action Learning Project</td>
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<td>15 points</td>
<td>30 points</td>
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<tr>
<td>EXLD523</td>
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<tr>
<td>Developing Strategic Intent</td>
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<tr>
<td>15 points</td>
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<tr>
<td>EXLD524</td>
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<tr>
<td>Strategic Marketing</td>
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<tr>
<td>15 points</td>
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</tbody>
</table>

*This change to the MBM programme is subject to Academic Board approval.*
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 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: If a B+ grade average is not achieved then you may be eligible to graduate with a Postgraduate Diploma in Management, but you will not be permitted to continue with the MBM.

If your admission was based upon having a BMS(Hons) then you must:
» Pass 120 points at 500 level in the papers prescribed for Part Two.

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

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 2012)
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.

Postgraduate Diploma in Personal Financial Planning (not offered 2012)
The Postgraduate Diploma in Personal Financial Planning (PGDip(PFinPlan)) is offered to corporate clients and is designed to develop expertise in personal financial planning for New Zealanders. This programme was developed to satisfy IFA entrance requirements and was founded on the principle of knowledge transfer from top quality research to top quality practice.

A specialisation to the Graduate Diploma in Finance is also available to practicing financial planners and advisers.

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
Facebook: www.facebook.com/waikatoexeced
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.

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<tbody>
<tr>
<td>Econometric Topics: Macroeconomics and Finance*</td>
<td>ECONS28</td>
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<tr>
<td>Microeconometrics*</td>
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<td></td>
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<td>✓</td>
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<tr>
<td>Research Methods in Management Studies</td>
<td>MNGT501</td>
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<tr>
<td>Introduction to Research Methods in Management Studies*</td>
<td>MNGT502</td>
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<td>✓</td>
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<td>✓</td>
<td>✓</td>
</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.
DISCUSSION OR THESIS

Dissertations and/or thesis papers are required for some qualifications. A Dissertation is either 30 or 60 points and a Thesis is either 90 or 120 points. The 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>Convenor(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>Dr Helen Samujhy</td>
</tr>
<tr>
<td>Economics</td>
<td>Dr 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>Dr John Gilbert</td>
</tr>
<tr>
<td></td>
<td>Bobbie Wisneski</td>
</tr>
<tr>
<td>International Management</td>
<td>Dr Michèle Akoorie</td>
</tr>
<tr>
<td>Management and Sustainability</td>
<td>Dr 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></td>
<td>Associate Professor Lorraine Friend</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>Dr Eva Collins</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 Dissertations (591)**

You will need to complete a research methodology paper before enrolling in this paper.

The 591 is a directed piece of inquiry written up as a research report 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.
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. 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, i.e. methodologically rigorous and disciplined, and located in a recognised academic tradition.

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

- Thesis (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 Waikato Management School Qualification Convenor Doctoral Studies, 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 yet further to that 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.
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 web pages 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.

www.management.ac.nz
Choosing a Topic
For most people, the problem is not finding a topic that interests them, but instead trying to narrow down a topic from a long list of possibilities. It is helpful to talk with potential supervisors whose research interests align with your own at an early stage, as they are likely to be aware of where the profitable gaps for study are in the literature related to your areas of study. Potential supervisors will also be able to suggest further reading that you can do to help you to make your selection. Potential supervisors are listed in the relevant areas of study in Section B.

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

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

Conditional Enrolment Process
The first stage is when you apply for conditional enrolment into the PhD or the MPhil. For this you should complete and submit an Application to Enrol Form accompanied by the signatures and attachments required. This includes a brief proposal of your intended research (approximately 10 pages including timetable and commitment to ethics compliance), certified originals of your academic records, signatures and other information as set out in the instructions. If you do not have a supervisor, then we will use your proposal and academic records to direct your application to an appropriate Department and supervisors. If you are an international student, you should first apply by submitting your completed International Application to Enrol and other documentation to:

ENROLMENT OFFICE
The University of Waikato
Private Bag 3105, Hamilton
Phone: +64 7 838 4667
Fax: +64 7 838 4377
Email: international@waikato.ac.nz
Website: www.waikato.ac.nz/international

To avoid unnecessary delays you are advised to complete the forms and provide all documentation in the form required.
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 the following University of Waikato website: www.waikato.ac.nz/sasd/postgraduate
Changing Supervisors or Your Topic

There may be occasions when it is appropriate to change one or more of your supervisors during the period of your enrolment. Your topic or methodological direction may have changed significantly, or the availability of your supervisors may have changed. It is also possible that, during the course of your enrolment, your topic will need to be reconsidered and revised. These changes are possible, however, the benefits of doing so should be considered carefully and the University Postgraduate Studies Committee must ultimately approve such changes.

Should you seek to make a change to supervision, major change in topic, or require a suspension or extension then you are responsible for submitting the Change of Conditions form (available from the Postgraduate Studies Office). The availability of a suspension or extension is restricted. All such changes should be discussed with your supervisors, in the first instance, and/or your Chairperson and/or the Waikato Management School’s Doctoral Studies Convenor if needed.

Scholarships

There is a wide range of scholarships available to support postgraduate study. For more details contact:

POSTGRADUATE STUDIES AND SCHOLARSHIPS OFFICE
The University of Waikato, Hamilton
Phone: +64 7 856 2889 extn 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 procedures for application involve reading and being familiar with the University’s statement titled “General Principles for Research Involving Human Participants”. This statement, together with other information and forms, can be found on Waikato Management School’s research home page www.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 and in the subject line indicate ‘Attn: PhD Administrator’.
ACCOUNTING

INTERESTS

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

CAREERS

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

EMPLOYERS

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

SCHOLARSHIPS AND PRIZES

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

WHY CHOOSE ACCOUNTING?

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. Accountants often hold high-level management positions where financial control, decision making, legal compliance and leadership skills are essential.

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

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

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

Complementary areas of study might include; Management Systems; Finance; Law.
## AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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<thead>
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<th>Level</th>
<th>Paper Code</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>2nd Major for other degrees</th>
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</table>
CONTACTS FOR ACCOUNTING

MARY LOW – UNDERGRADUATE CONVENOR
Location: MSB.3.38L
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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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
» ACCT302 Financial Accounting

Current CA requirements follow this section.

Paper offerings can change; those listed in the table on page 97 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.

Notes: 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. You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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 on next page)
» ACCT301 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 97 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.

Notes: 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. You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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 97 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: You may not count any BBA(Fin) compulsory paper towards this major unless you are taking a second major; then you may count FINA201 towards this major.

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

To complete the requirements for the BBA(Hons)(Fin) major 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 97 can be counted towards your qualification and subject.

Notes: 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.
ACCOUNTING

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 97 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: If you are taking Accounting as a second major for the BECom then MSYS319 may be replaced with another subject paper.

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 97 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: 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:

- 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 97 can be counted towards your qualification and subject.

Notes: 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.

www.management.ac.nz
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.

Notes: 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 97 can be counted towards your qualification and subject.

Notes: 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).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 97 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.
CA REQUIREMENTS

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

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

You are advised to follow the NZICA and BMS requirements in the year in which you first enrolled for full-time study. There are slight changes from year-to-year, but most students are best served if their programme is consistent with the requirements that were in place in their first year of university study. These CA requirements can also be met within a combination of the BBA(Fin) and a Graduate Diploma in Accounting or the BBA(Hons)(Fin).

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

- Howard Davey  MSB.3.14  extn 4441
- Mary Low  MSB.3.38L  extn 8746

For those students who commenced their study prior to 2011, please see the relevant NZICA requirements on the Department of Accounting webpage. The 2011 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.

2011 NZICA REQUIREMENTS

Students must complete a minimum of two (2) liberal papers within their four-year programme (see Department of Accounting web page) and must meet the following requirements specified by the Institute.

Students completing the BMS(Hons) and BBA(Hons)(Fin) do not need to complete the liberal papers but must complete the NZICA requirements for coverage of accounting and business topics. Honours students must complete 120 points normally four (4), 500 level Accounting papers.

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

<table>
<thead>
<tr>
<th>Compulsory Topics</th>
<th>Papers within the Institute-recognised programme at the University of Waikato</th>
<th>Classification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Management Accounting</td>
<td>ACCT331/431 or ACCT531</td>
<td>Management Accounting, Advanced Management Accounting</td>
</tr>
<tr>
<td>Advanced Auditing and Assurance</td>
<td>ACCT341</td>
<td>Auditing</td>
</tr>
<tr>
<td>Advanced Taxation</td>
<td>ACCT351</td>
<td>Taxation</td>
</tr>
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<td>Compulsory Topics</td>
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</tr>
<tr>
<td>Advanced Business Finance/Treasury</td>
<td>ACCT321 Financial Management</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 Introduction to Management or HRMG241 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 Integrated Thinking: E-Business and Supply Chain Management</td>
<td>A</td>
</tr>
<tr>
<td></td>
<td>ACCT102 Introductory Financial Accounting</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>ACCT231 Management Accounting: Accounting for Organisational Control</td>
<td>A</td>
</tr>
<tr>
<td>Commercial Law</td>
<td>MNGT221 Business Law, Ethics and the Treaty of Waitangi or LAWS204 Contracts</td>
<td>½B /½L</td>
</tr>
<tr>
<td></td>
<td>ACCT321 and ACCT322 Commercial Law or LAWS426 Corporate Transactions</td>
<td>B</td>
</tr>
<tr>
<td></td>
<td>ACCT321 and ACCT322 Law of Business Enterprises or LAWS305 Corporate Entities</td>
<td>B</td>
</tr>
</tbody>
</table>

Two further 300 level Accounting or business papers. The completion of auditing, taxation, business finance/treasury or accounting information systems at 300 level can be considered towards this requirement.

RESEARCH AND SUPERVISION INTERESTS

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

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

**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.

**Dr Martin Kelly’s** primary research interests 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 including social constructivist (interpretive and critical) research methodology approaches 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 in general also research on external reporting and financial accounting issues.

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

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

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

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

PAPER DETAILS

ACCT101-12A (HAM), 12B (HAM), 12T (HAM)
Accounting for Management (Points:15)
This paper emphasises the organisational and social context of accounting. It is based on the view that accounting is an ubiquitous social practice and is an integral aspect of the management of organisations.

The paper covers both the technical aspects of the provision and use of accounting information, and the social processes involved in planning, co-ordinating and evaluating activities in complex organisations.

For Semester 12A (HAM) and 12B (HAM)
Convenor: Dr Mary Low

For Semester 12T (HAM)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restrictions: ACCT209
Notes: The NZICA Prize in Accounting for Management is awarded to the top student of the year in this paper. The ACCA Prize is awarded to the group achieving the highest mark for the compulsory Company Project each semester.

ACCT102-12A (HAM), 12B (HAM), 12S (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 12A (HAM) and 12B (HAM)
Convenor: Dr Umesh Sharma

For Semester 12S (HAM)
Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 3:2
Restrictions: ACCT209
ACCT202-12A (HAM), 12B (HAM), 12S (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.

Convenor: Dr Murugesh Arunachalam
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT101 and 16 credits at Level 3 in NCEA Accounting, or ACCT101 and ACCT102, or ACCT209, or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA Accounting, or at the discretion of the Chairperson of Department

Note: The NZICA Prize in Financial Accounting and the ACCA Prize in Intermediate Financial Accounting are awarded to the top student of the year in this paper.

ACCT209-12A (HAM), 12B (HAM), 12S (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 12A (HAM) and 12B (HAM)
Convenor: Dr Umesh Sharma

For Semester 12S (HAM)
Convenor: Mr Jim Ryan
Internal assessment/Exam ratio: 7:3
Restrictions: ACCT101 and ACCT102

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

MNNGT221-12A (HAM), 12B (HAM)

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

Please refer to Dean’s Office/Management

ACCT224-12A (HAM)

Legal Issues in E-Commerce (Points:20)

This paper is intended to provide students with an appreciation of the legal issues arising from electronic commerce; the students should develop the ability to identify the problems which they may face in the area, thereby assisting them in arriving at a solution.

Convenor: Dr Stephen Schollum
Internal assessment/Exam ratio: 3:2
Restrictions: MNNGT221
ACCOUNTING

ACCT231-12A (HAM), 12B (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 12A (HAM)
Convenor: Prof Stewart Lawrence

For Semester 12B (HAM)
Convenor: AProf David Coy

Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT101 or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA Accounting, or ACCT209 (for non-BMS students)

Notes: The Staples Rodway Award is awarded to the student gaining the highest marks during the year in this paper. Students undertaking an Accounting major within the BMS degree can take this paper in place of HRMG241. However, if they do so they will be unable to count this paper toward their Accounting major, and must select an additional Accounting paper for their major.

ACCT301-12A (HAM), 12A (TGA)
Accounting Theory (Points:20)

The objective of this paper is to help students develop critical thinking and sound analytical skills about the past, present and future of accounting theory and practice. Various approaches to the development of theory in general and accounting theory in particular will be critically examined and different schools of thought in the field of accounting research will be covered. The paper also aims to make students familiar with theoretical and practical issues and controversies in accounting.

Convenor: Prof Howard Davey

Internal assessment/Exam ratio: 2:3
Prerequisites: ACCT202
Restrictions: ACCT401

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

ACCT302-12B (HAM), 12B (TGA), 12S (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: AProf Grant Samkin

Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202

Note: The PricewaterhouseCoopers Prize in Financial Accounting is awarded to the top student of the year in this paper.
ACCT313-12B (HAM), 12B (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: Ms Jackie Allen
Internal assessment/Exam ratio: 1:1
Prerequisites: ACCT202 or ACCT231
Restrictions: ACCT413

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

MSYS319-12C (NET)

Industry Experience 2 (Points: 20)

Please refer to Management Systems

ACCT321-12A (HAM), 12A (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: Dr Stephen Schollum
Internal assessment/Exam ratio: 1:2
Prerequisites: MNGT221

ACCT322-12B (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: Dr Stephen Schollum
Internal assessment/Exam ratio: 1:2
Prerequisites: MNGT221
Restrictions: ACCT422

Note: The Chartered Secretaries of New Zealand Prize in Business Law is awarded to the top student of the year in this paper.
ACCT331-12A (HAM), 12A (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:* Dr Umesh Sharma  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisites:* ACCT231  
*Restrictions:* ACCT431

ACCT332-12B (HAM), 12B (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:* Dr Mary Low  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisites:* ACCT231

ACCT341-12A (HAM), 12A (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:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisites:* ACCT202  

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

ACCT351-12B (HAM), 12B (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:* Mr Jim Ryan  
*Internal assessment/Exam ratio:* 1:1  
*Prerequisites:* ACCT202 or MNGT221  

*Note:* The Ian Beattie Prize in Taxation is awarded to the top student of the year in this paper.
ACCT399-12C (HAM), 12C (TGA)

Applied Project in Accounting (Points: 20)

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

For Semester 12C (HAM)
Convenor: Dr Umesh Sharma

For Semester 12C (TGA)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department
Restrictions: ECON399 and FINA399

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

ACCT401-12A (HAM), 12A (TGA)

Advanced Accounting Theory (Points: 20)

The objective of this paper is to help students develop critical thinking and sound analytical skills about the past, present and future of accounting theory and practice. Various approaches to the development of theory in general and accounting theory in particular will be critically examined and different schools of thought in the field of accounting research will be covered. The paper also aims to make students familiar with theoretical and practical issues and controversies in accounting.

Convenor: Prof Howard Davey
Internal assessment/Exam ratio: 3:2
Prerequisites: ACCT202
Restrictions: ACCT301

ACCT407-12B (HAM)

Accounting for Sustainability (Points: 20)

This paper examines how organisations might take principles of sustainability into account in decision making, performance evaluation and reporting. The importance of recognising the wider environments within which the organisation exists is emphasised.

Convenor: Dr Brennan Allen
Internal assessment/Exam ratio: 1:1
Prerequisites: 20 points at 300 level in Accounting, or at the discretion of the Chairperson of Department

ACCT412-12A (HAM)

Organisations and Society (Points: 20)

The paper involves the study of change in organisations and society. It considers the accountability of organisations to their stakeholders. The role of education in developing good citizens is explored. Critical thinking is encouraged.

Convenor: AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT202 or ACCT231 or STMG391
Restrictions: ACCT512

Note: The ACCA Prize in Organisations and Society is awarded to the top student of the year in this paper.
ACCT422-12B (TGA)
Law of Business Enterprises (Points: 20)

This paper focuses on the law which is relevant to the formation and activities of business enterprises, particularly the legal requirements affecting companies in New Zealand. However, issues of relevance to all business enterprises are considered. It provides an understanding of the laws directly affecting business enterprises and encourages the application of legal principles to problem situations as well as critical thinking about the broader issues which arise in relation to business enterprises. It also contains an advanced examination of the issues of relevance to business enterprises in the form of a research essay on an approved topic.

Convenor: Dr Stephen Schollum
Internal assessment/Exam ratio: 1:1
Prerequisites: MNGT221
Restrictions: ACCT322

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

ACCT431-12A (HAM), 12A (TGA)
Management Accounting (Points: 20)

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

Convenor: Dr Umesh Sharma
Internal assessment/Exam ratio: 3:2
Prerequisites: ACCT231
Restrictions: ACCT331

Note: The NZICA Prize in Management Accounting is awarded to the top student of the year in this paper.

ACCT451-12A (HAM)
Advanced Taxation (Points: 20)

An understanding of taxation is not only relevant but critical to success in the business world. The complexity and frequency of domestic tax changes and the increasing importance of having a working knowledge of some of the overseas tax regimes have made it difficult to adequately familiarise students with the theory, concepts, law and practice of taxation in the prerequisite Level 300 taxation paper. Accordingly, this Level 400 paper provides a more in-depth study of direct, indirect and wealth taxes both within and outside New Zealand.

Each student chooses taxation topics and regimes pertinent to them for critical analysis and evaluation.

Convenor: Mr Clinton Alley
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT351

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

ACCT490-12A (HAM), 12A (TGA), 12B (HAM), 12B (TGA), 12C (HAM), 12C (TGA), 12S (HAM), 12S (TGA), 12Y (HAM), 12Y (TGA)
Directed Study (Points: 20)

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

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

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
ACCT499-12C (HAM), 12C (TGA), 12F (HAM), 12F (TGA), 12G (HAM), 12G (TGA), 12J (HAM), 12J (TGA)

Report of an Investigation (Points:20)

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

For Semester 12C (HAM) and 12C (TGA) and 12F (HAM) and 12F (TGA) and 12G (TGA) and 12J (HAM) and 12J (TGA)

Convenor: Not available at time of printing

For Semester 12G (HAM)

Convenor: Dr Umesh Sharma
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS core compulsory papers, ACCT301, and at least 20 points at 300 level in Accounting
Restrictions: ACCT599

ACCT501-12B (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: Dr Helen Samujh
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301
Restrictions: ECON544, MCOM530, MKTG507, MNGT501, MSYS551, SCEN503, STMG502 and TOMG506

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points:30)

Please refer to Dean’s Office/Management

ACCT502-12B (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: AProf Grant Samkin
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301 and ACCT302, or at the discretion of the Chairperson of Department

ACCT506-12A (HAM)

International Accounting (Points:30)

This paper explores and analyses accounting in a global and transnational context. Similarities and differences between accounting and its regulation in different national contexts, and attempts to harmonise the accounting practices of different countries are discussed. The paper also addresses issues relevant for an appreciation of accounting in developing countries and economies in transition such as the economies of Eastern Europe and China.

Convenor: Prof Howard Davey
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301

Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.
ACCT507-12A (HAM)
Accounting, Sustainability and a Changing Environment (Points:30)
A study of the potential role(s) of accounting in the journey to a sustainable civilisation. A key theme in the paper is change with a particular focus on how changes in thinking must inform changes in action.
Convenor: Dr Brennan Allen
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT301 or ACCT401 or at the discretion of the Chairperson of Department

ACCT512-12A (HAM)
Organisations and Society (Points:30)
This paper encourages students to develop their integrative knowledge of managerial disciplines. It also encourages students to develop themselves and thereby become more effective as citizens and managers in our fast-changing society.
Convenor: AProf Martin Kelly
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT231 or ACCT301 or STMG391
Restrictions: ACCT412

ACCT531-12B (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: Prof Stewart Lawrence
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT331
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT541-12B (HAM)
Fraud Auditing (Points:30)
A focus on fraud and forensic auditing. Topics are examined in-depth and selected on the basis of their controversial nature or their knowledge building potential. Analysis is facilitated by a case-based approach to learning. There is a computer element to this paper.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT341 or equivalent, or audit experience, or at the discretion of the Chairperson of Department
Note: This paper is limited to 25 students selected by the Course Convenor in order of application to enrol.

ACCT551-12A (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: Mr Jim Ryan
Internal assessment/Exam ratio: 1:0
Prerequisites: ACCT351
Note: The Jerry Rickman Prize in International Taxation is awarded to the top student of the year in this paper.
Directed Study (Points: 30)

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

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

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

Accounting Dissertation (Points: 30)

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

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

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

Accounting Dissertation (Points: 60)

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

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

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

Accounting Thesis (Points: 90)

An externally examined piece of written work that reports on the findings of supervised research.

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

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

Accounting Thesis (Points: 120)

An externally examined piece of written work that reports on the findings of supervised research.

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

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

Report of an Investigation (Points: 30)

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS core compulsory papers, ACCT301, and at least 20 points at 300 level in Accounting
Restrictions: ACCT499

Note: Available only to students enrolled in the BMS(Hons) degree.
WHY CHOOSE AGRIBUSINESS?

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

Agribusiness incorporates all business and associated organisations that are part of the agricultural sector. In a small, remote economy such as New Zealand successful agribusiness relies on the ability to understand the operation of competitive global markets, international marketing and the management of complex and extended supply chains. In choosing Agribusiness you will build knowledge and skills across the range of management capabilities that are of particular relevance to the agricultural sector.

Subject to external approval Agribusiness will be available as a major for the BMS and BMS(Hons) from 1st January 2012; if approved it will also become available as a second major for other degrees. In addition, Agribusiness is available as a subject for other qualifications and is also available as a specialisation (see Overview – Majors, Subjects and Specialisations section for further information). Regulatory information for this subject is located under the heading: Qualification and Specific Subject Requirements.
# 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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# CONTACTS FOR AGRIBUSINESS

**LEONIE POPE – DEPARTMENT 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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these must be at 400 level. You must also meet the specific requirements prescribed for any subject.

To specific requirements for Agribusiness are that you must include (see notes below):

- 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 (one paper) from:

- ECON306/406 International Trade and Finance
- ECON308/408 Managerial Economics and Strategy
- MKTG353 International Marketing
- MSYS377 Supply Chain Management
- INMG311 The International Business Environment
- INMG315 Doing Business in BRICs (Brazil, Russia, India and China)

Paper offerings can change; those listed in the table on page 115 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.

**Notes:** The offering of this major is subject to external approval processes, if approved it will be available in 2012. You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

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

The specific requirements for Agribusiness are that you must include (see notes on next page):

- 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
» MKTG353 International Marketing
» MSYS377 Supply Chain Management
» INMG311 The International Business Environment
» IMNG315 Doing Business in BRICs
» AGR1502 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 115 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.

Notes: The offering of this major is subject to external approval processes, if approved it will be available in 2012. You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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
» ABRI306/AGRI406 Financial Analysis for Agribusiness

Paper offerings can change; those listed in the table on page 115 can be counted towards your major.
Graduate Diploma (Grad Dip)

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
» 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 40 points from:

» ACCT209 Accounting and Managerial Decision Making
» ECON306/406 International Trade and Finance
» ECON308 Managerial Economics and Strategy
» MKTG209 Principles of Marketing
» MKTG353 International Marketing
» MSYS377 Supply Chain Management
» INMG311 The International Business Environment
» INMG315 Doing Business in BRICs (Brazil, Russia, India and China)

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: 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
» ECON544 Research Methods in Economics and Finance
Notes: 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
- ECON544 Research Methods in Economics and Finance
- MNGT501 Research Methods in Management Studies
- MKTG507 The Research Process: Marketing
- MSYS551 Management Systems Research
- INMG501 E-Global Business: Strategic Management and Marketing

Paper offerings can change; those listed in the table on page 115 can be counted towards your qualification and subject.

Notes: 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).

To complete the specific requirements for the subject you must include:

» 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

» ECON544 Research Methods in Economics and Finance

» MNGT501 Research Methods in Management Studies

» MKTG507 The Research Process: Marketing

» MSYS551 Management Systems Research

» STINMG501 E-Global Business: Strategic Management and Marketing

Paper offerings can change; those listed in the table on page 115 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.

PAPER DETAILS

AGRI201-12B (HAM)

New Zealand Agribusiness (Points:20)

This paper provides a robust understanding of the NZ agribusiness sector and the key determinants of agribusiness performance. The paper covers economic and management theory relevant to agribusiness decision making and the analysis of agribusiness performance, management and marketing.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:1

Restrictions: AGRI301

AGRI202-12B (HAM)

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: Prof Frank Scrimgeour

Internal assessment/Exam ratio: 1:1

www.management.ac.nz
ACCT209-12A (HAM), 12B (HAM), 12S (HAM)

Accounting and Managerial Decision Making *(Points: 20)*

*Please refer to Accounting*

AGRI301-12B (HAM)

New Zealand Agribusiness *(Points: 20)*

This paper covers the same topic areas as AGRI201. Students taking this 300 level version of the paper will be required to study some topics in more details and complete additional assessment.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:1

Restrictions: AGRI201

AGRI302-12A (HAM)

Agribusiness Project *(Points: 20)*

Students completing this paper will work on a project relevant to agribusiness. The project will develop skills in analysis involving the agribusiness sector. It will require an in-depth understanding of a particular agribusiness topic.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: AGRI201 or AGRI301

ECON306-12A (HAM)

International Trade and Finance *(Points: 20)*

*Please refer to Economics*

ECON308-12B (HAM)

Managerial Economics and Strategy *(Points: 20)*

*Please refer to Economics*

INMG311-12A (NET)

The International Business Environment *(Points: 20)*

*Please refer to International Management*

MKTG353-12B (HAM), 12B (TGA)

International Marketing *(Points: 20)*

*Please refer to Marketing*

MSYS377-12A (HAM)

Supply Chain Management *(Points: 20)*

*Please refer to Management Systems*

ECON406-12A (HAM)

International Trade and Finance *(Points: 20)*

*Please refer to Economics*

MKTG453-12B (HAM), 12B (TGA)

International Marketing *(Points: 20)*

*Please refer to Marketing*
AGRI500-12S (HAM)

**Agribusiness (Points: 15)**

In this paper students will gain a robust understanding of New Zealand’s Agribusiness sector. The paper will allow students to analyse agribusiness performance, structures, management and marketing. In this paper students will gain a robust understanding of New Zealand’s Agribusiness sector. The paper will allow students to analyse agribusiness performance, structures, management and marketing.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:1
**Restrictions:** AGRI201 and AGRI301

AGRI501-12B (HAM)

**International Agribusiness (Points: 30)**

This paper will cover the evolution of international agribusiness and will develop skills in the analysis of international agribusiness strategies and performance. The paper will also cover capital structures, supply chains, manufacturing, markets and marketing for international agribusiness.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:1
**Prerequisites:** Approval of Department Graduate Convenor

INMG501-12S (NET)

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

Please refer to International Management

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

**Research Methods in Management Studies (Points: 30)**

Please refer to Dean’s Office/Management

AGRI502-12A (HAM)

**Agribusiness Case Studies (Points: 30)**

In this paper students will use case studies to understand complete business decisions. The paper will provide skills in the analysis of capital structures, competitive behaviour, marketing activity and innovation in agribusiness.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:0
**Prerequisites:** AGRI302 or ECON308 or ECON408 or MKTG353 or STMG311

ECON539-12A (HAM)

**Environmental and Resource Economics (Points: 15)**

Please refer to Economics

ECON543-12A (HAM)

**Econometrics: Directed Reading (Points: 15)**

Please refer to Economics

ECON544-12A (HAM)


Please refer to Economics

MKTG553-12A (HAM)

**International Marketing (Points: 30)**

Please refer to Marketing

www.management.ac.nz
MSYS576-12B (HAM)

21st Century Logistics (Points: 30)

Please refer to Management Systems

AGRI590-12C (HAM)

Directed Study (Points: 30)

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: AGRI302 or ECON308 or ECON408 or MKTG353 or STMG311, and with the approval of the Chairperson of the Economics Department

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

AGRI591-12C (HAM)

Agribusiness Dissertation (Points: 30)

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

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

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

AGRI592-12C (HAM)

Agribusiness Dissertation (Points: 60)

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

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

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

AGRI593-12C (HAM)

Agribusiness Thesis (Points: 90)

An externally examined piece of written work that reports on the findings of supervised research.

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

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

AGRI594-12C (HAM)

Agribusiness Thesis (Points: 120)

An externally examined piece of written work that reports on the findings of supervised research.

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

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
The School has some MNGT coded papers that you may be able to include in your programme that are not listed under a particular subject in the University of Waikato Calendar. We have grouped these papers and they are listed below for your convenience.

MNGT100-12B (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: Not available at time of printing*
*Internal assessment/Exam ratio: 1:0*

MNGT221-12A (HAM), 12B (HAM)
**Business Law, Ethics, Sustainability and the Treaty of Waitangi (Points: 20)**
This paper overviews the sources of New Zealand business law and obligations that arise under this law, and critically examines the importance of ethics, sustainability and the Treaty of Waitangi to contemporary business.
*Convenor: Dr Brennan Allen*
*Internal assessment/Exam ratio: 1:1*
*Prerequisites: STMG191*

MNGT496-12C (BLK)
**A Management Internship: From Theory to Practice (Points: 20)**
The paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.
*Convenor: Mr Glyndwr Jones*
*Internal assessment/Exam ratio: 1:0*
*Prerequisites: Admission is at the discretion of the Chairperson of Department*
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.

For Semester 12A (HAM) and 12B (HAM)
Convenor: Not available at time of printing

For Semester 12S (HAM)
Convenor: Dr Mary Low
Internal assessment/Exam ratio: 1:0
Restrictions: ACCT501, ECON544, MCOM530, MKTG507, MNGT502, MSYS551, SCEN503, STMG502, TOMG506

Introduction to Research Methods in Management Studies (Points: 15)

The half paper considers methodology and research methods. It is designed for graduate students who are required to undertake research in economics or finance as part of their programme and/or those who will undertake research in economics or finance as part of their professional careers.

For Semester 12A (HAM)
Convenor: Dr Steven Lim

For Semester 12S (HAM)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: 60 points at 300 level or above in Economics or Finance
Restrictions: ACCT501, ECON544, MCOM530, MNGT501, MKTG507, MSYS551, SCEN503, STMG502, TOMG506.
ECONOMICS

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

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

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

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

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

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

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

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

Complementary areas of study within Waikato Management School may include Finance, 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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CONTACTS FOR ECONOMICS

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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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these must be at 400 level. You must also meet the specific requirements prescribed for any subject.

There are no compulsory paper requirements for an Economics major though you may include no more than 40 points in 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 127 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: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
If you wish to take Economics as a graduate subject then at undergraduate level you must have included at least one paper from microeconomics, macroeconomics and econometrics:

» Microeconomics papers: ECON202, ECON309, ECON313, ECON318, ECON409, ECON413, ECON418
» Macroeconomics papers: ECON200, ECON301, ECON401
» Econometrics papers: ECON204, ECON304, ECON308, ECON404, ECON408

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

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

To undertake Economics at the Honours level you must have included as part of your undergraduate study at least one paper from microeconomics, macroeconomics and econometrics:

» Microeconomics papers: ECON202, ECON309, ECON313, ECON318, ECON409, ECON413, ECON418
» Macroeconomics papers: ECON200, ECON301, ECON401
» Econometrics papers: ECON204, ECON304, ECON308, ECON404, ECON408

The specific requirements for Economics are that you must include no more than 40 points in FINA coded papers and choose one paper from:

» ECON501 Macroeconomic Analysis
» ECON541 Macroeconomics Directed Reading
» ECON502 Microeconomic Analysis
» ECON542 Microeconomics Directed Reading
» ECON504 Econometric Analysis
» ECON528 Macroeconomics and Finance
» ECON529 Microeconometrics
» ECON543 Econometrics Directed Reading

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 127 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: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
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 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 127 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: You may not count any BBA (Fin) compulsory paper towards this major unless you are taking a second major; then you may count ECON200 towards this major.

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 127 can be counted towards your qualification and subject.

Notes: 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
» No more than two FINA coded papers

Paper offerings can change; those listed in the table on page 127 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: 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 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 127 can be counted towards your qualification and subject.

Notes: 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.

Notes: 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 of:

- ECON501 Macroeconomic Analysis
- ECON502 Microeconomic Analysis
- ECON504 Econometric Analysis
- ECON528 Econometric Topics: Macroeconomics and Finance
- ECON529 Microeconometrics
- ECON541 Macroeconomics Directed Reading
- ECON542 Microeconomics Directed Reading
- ECON543 Econometrics Directed Reading

Paper offerings can change; those listed in the table on page 127 can be counted towards your qualification and subject.

Notes: 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 127 can be counted towards your qualification and subject.

Notes: 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) one paper from two of the following core areas:

Macroeconomics
- Either ECON501 Macroeconomic Analysis or ECON541 Macroeconomics: Directed Reading

Microeconomics
- Either ECON502 Microeconomic Analysis or ECON542 Microeconomics: Directed Reading
Econometrics

» Either ECON504 Econometric Analysis or ECON528 Macroeconomics and Finance or ECON529 Microeconometrics or ECON543 Econometrics: Directed Reading

To undertake Economics at the graduate level you must have included as part of your undergraduate study at least one paper from microeconomics, macroeconomics and econometrics:

» Microeconomics papers: ECON202, ECON309, ECON313, ECON318, ECON409, ECON413, ECON418

» Macroeconomics papers: ECON200, ECON301, ECON401

» Econometrics papers: ECON204, ECON304, ECON308, ECON404, ECON408

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, ECON543 Econometrics: Directed Reading or equivalent

» FINA510 Financial Theory and Corporate Policy or equivalent

» FINA517 Investments, Portfolios and Financial Markets or equivalent

Master of Philosophy and Doctor of Philosophy

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. ECON202 and ECON204 are highly recommended for all students, especially those considering honours. Students should consider deferring one BMS 200 level core paper in order to complete ECON200, ECON202 and ECON204, before starting 300 level papers.

Note: Some papers are not offered every year.

» Only one of ECON313/413 Economics of Human Resources or ECON339/439 Urban and Regional Economics is offered in any year; and

» Only one of ECON305/405 Development Economics or ECON319/419 China’s Economic Development is offered in any year.

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:

ECON 217/317 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:

ECON 526 Law and Economics (15 points)

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

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

Dr Steven Lim’s research interests include transitional economies and East Asian economies, in particular China’s economic reforms. He currently has graduate students working on HIV/AIDS and landmine research.
Dr Dan Marsh’s research interests include environmental and natural resource economics, biotechnology and innovation.

Professor 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.

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

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

Adjunct Supervisors

Adjunct Professor Arthur Grimes’ research centres around infrastructure, housing economics, and macroeconomics (including currency union). Arthur Grimes is a Senior Fellow at Motu Economic and Public Policy Research, Chair of the Board of the Reserve Bank, and Chair of the Hugo Group.

Adjunct Professor David Maré’s current research interests include the economics of immigration, the economic performance of cities, and patterns of labour market adjustment – for individuals and in aggregate. David Maré is a Senior Fellow at Motu Economic and Public Policy Research in Wellington.

PAPER DETAILS

ECON100-12A (HAM), 12A (NET), 12A (SEC), 12B (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 12A (HAM) and 12A (NET) and 12A (SEC)

Convenors: Dr Michael Cameron
Dr Steven Lim

For Semester 12B (HAM)

Convenor: Mrs Bridget Daldy

Internal assessment/Exam ratio: 1:1

Notes: The JT Ward Prize in Economics is awarded to the top student of the year in this paper. The (NET) offering of this paper is only available to students not resident in Hamilton.
Management and Sustainability (Points: 15)

Please refer to Dean's Office/Management

Economics and Society (Points: 15)

An introduction to the analysis of social issues from an economics perspective. This paper introduces students to key economic models and techniques of social and economic policy analysis, and to develop critical thinking skills in economics. A range of social policy topics are considered including intellectual property, information and media, the environment and natural resources, trade and globalisation, education, and health. These topics are explored using relevant theory and developed with the aid of numerous case studies.

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

Note: The (NET) offering of this paper is only available to students not resident in Hamilton.

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.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110 or 20 credits at Level 3 in NCEA Economics, and the permission of the Undergraduate Convenor of Department.

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

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 basic 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; 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. The paper also covers applications to public policy at different levels of government.

Convenor: Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:1

Note: The Foundation Professor’s Prize in Economics is awarded to the top student of the year in this paper.
ECONOMICS

ECON204-12B (HAM), 12B (TGA), 12S (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. Excel will be used. This course is strongly recommended for students majoring in Finance.

For Semester 12B (HAM) and 12B (TGA)

Convenor: Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:1

For Semester 12S (HAM)

Convenor: Mrs Bridget Daldy
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100 or ECON110, and STAT160 or 16 credits at Level 3 in NCEA Mathematics with Calculus or Statistics and Modelling, or equivalent
Restrictions: STAT221

Notes: For this paper (TGA) offering is only available for students studying at the Bay of Plenty Polytechnic. The Frankton Te Rapa Jaycees Prize in Economics is awarded to the top student of the year in this paper.

ECON217-12A (HAM)

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

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

Convenor: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110
Restrictions: ECON317

ECON236-12B (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: Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1

ECON301-12B (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: Prof Mark Holmes
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON200
Restrictions: ECON401 and ECON541

www.management.ac.nz
ECON304-12A (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. Computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.

Convenor: Prof Riccardo Scarpa  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics  
Restrictions: ECON404 and ECON543

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ECON306-12A (HAM)

**International Trade and Finance (Points: 20)**

This paper provides a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues. Theories of comparative advantage, distribution of income and gains from trade, new theories of international trade, the theory of trade policy, developments in the international trading system and New Zealand trade policy, the World Trade Organisation (WTO) and future implications on the development of world trade, monitoring aspects of international economic relations, the balance of payments adjustment mechanisms and foreign exchange markets.

Convenor: Dr Sayeeda Bano  
Internal assessment/Exam ratio: 1:1  
Prerequisites: ECON100 or ECON110  
Restrictions: ECON406

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

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ECON308-12B (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: Dr Michael Cameron  
Internal assessment/Exam ratio: 1:0  
Prerequisites: ECON100, and either ECON204 or B or better in STAT160 or equivalent  
Restrictions: ECON408
ECON309-12A (HAM)

New Economics of Business (Points: 20)

This paper emphasises practical 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, field research, guest presentations and case studies. Students will participate in planning to set up an e-business.

Convenor: Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100
Restrictions: ECON314, ECON318, ECON409, ECON414 and ECON418

FINA311-12A (HAM), 12A (TGA), 12T (HAM)

Corporate Finance (Points: 20)

Please refer to Finance

FINA312-12B (HAM), 12B (TGA), 12S (HAM)

Portfolios and Markets (Points: 20)

Please refer to Finance

ECON313-12A (HAM)

Economics of Human Resources and Public Policy (Points: 20)

This paper covers both the economics of human resources and the economics of public policy. Topics include labour demand and supply, human capital and earnings, labour market issues, welfare economics, public choice theory and cost benefit analysis.

Convenor: Prof Jacques Poot
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110
Restrictions: ECON413

FINA313-12B (HAM), 12B (TGA)

Capital Markets (Points: 20)

Please refer to Finance

ECON315-12B (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: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110
Restrictions: ECON415

Note: The Bill & Joan Flower Trust Prize in Environmental Economics is awarded to the top student of the year in this paper.
ECON317-12A (HAM)
Economics, Law and Policy (Points:20)
This paper introduces students to the application of economic reasoning and techniques in the study of policy issues in law. The economic analysis of law involves the application of economic reasoning and techniques to policy issues in various legal areas including property law, contracts, tort law and criminal law. The paper will analyse legal rules and policies in terms of their costs and benefits and their effects on individual behaviour.

Convenor: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Restrictions: ECON217

ECON319-12S (HAM)
China's Economic Development (Points:20)
This paper provides an introductory survey of economic development in China with emphasis on understanding the process of reform during the past 20 years.

Convenor: Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100 or ECON110
Restrictions: ECON419

ECON336-12B (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: Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100, ECON110
Restrictions: ECON236

ECON390-12A (HAM), 12B (HAM), 12S (HAM)
Directed Study (Points:20)
This paper is available only to Waikato Management School students with the approval of the Undergraduate Convenor.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100 and the permission of the Undergraduate Convenor and 60 points above 100 level in Economics.

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

ECON399-12C (HAM)
Applied Project in Economics (Points:20)
An applied research project investigating an economics related issue in an organisational context.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 and at the discretion of the ECON399 Convenor
Restrictions: ACCT399 and FINA399

Note: This paper is only available to students enrolled in the BBA(Fin).
ECON401-12B (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: Prof Mark Holmes
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON200
Restrictions: ECON301 and ECON541

ECON404-12A (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. Computer skills are not required. A knowledge of the material covered in ECON204 is assumed, although the important relevant material is reviewed.

Convenor: Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics
Restrictions: ECON304 and ECON543

ECON406-12A (HAM)

International Trade and Finance (Points: 20)

This paper provides a basic understanding of theories relating to international trade, foreign exchange markets and balance of policy issues. Theories of comparative advantage, distribution of income and gains from trade, new theories of international trade, the theory of trade policy, developments in the international trading system and New Zealand trade policy, the World Trade Organisation (WTO) and future implications on the development of world trade, monitoring aspects of international economic relations, the balance of payments adjustment mechanisms and foreign exchange markets.

Convenor: Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110
Restrictions: ECON306

Note: The Brendan Thompson Prize is awarded to the top student of the year in this paper or ECON306 International Trade and Finance.

ECON408-12B (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: Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100, and either ECON204 or B or better in STAT160 or equivalent
Restrictions: ECON308
ECON409-12A (HAM)

New Economics of Business (Points: 20)

This paper emphasises practical 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, field research, guest presentations and case studies. Students will participate in planning to set up an e-business.

Convenor: Dr Steven Lim
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100
Restrictions: ECON309, ECON314, ECON318, ECON414 and ECON418

ECON413-12A (HAM)

Economics of Human Resources and Public Policy (Points: 20)

For details see Economics ECON313. Additional work will be prescribed.

Convenor: Prof Jacques Poot
Internal assessment/Exam ratio: 1:1

ECON415-12B (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: Dr Dan Marsh
Internal assessment/Exam ratio: 1:1
Prerequisites: ECON100 or ECON110
Restrictions: ECON315

FINA417-12B (HAM), 12B (TGA)

International Corporate Finance (Points: 20)

Please refer to Finance

ECON419-12S (HAM)

China’s Economic Development (Points: 20)

This paper provides an introductory survey of economic development in China with emphasis on understanding the process of reform during the past 20 years.

Convenor: Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON100 or ECON110
Restrictions: ECON319

ECON490-12A (HAM), 12B (HAM), 12S (HAM)

Directed Study (Points: 20)

Topic to be advised

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department and 60 points above 100 level in Economics.

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

ECON499-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)
Report of an Investigation (Points:20)

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in Economics.
Restrictions: ECON599

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)
Research Methods in Management Studies (Points:30)

Please refer to Dean’s Office/Management

ECON502-12B (HAM)
Microeconomic Analysis (Points:30)

This paper develops core skills in theoretical microeconomic analysis. These skills are essential both in undertaking research and to provide access to much of the journal literature in economics. The paper is comprehensive, covering the traditional mainline areas of consumer theory, risk and information economics, the economics of production and costs, the theory of the firm and of markets, and general equilibrium theory. Key mathematical concepts will be developed or reviewed. Applications and more advanced topics will be considered on a more ad hoc basis.

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

MNGT502-12A (HAM), 12S (HAM)
Introduction to Research Methods in Management Studies (Points:15)

Please refer to Dean’s Office/Management

ECON503-12A (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: Prof Mark Holmes
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON200, ECON204 and either ECON202 or at least 20 points at 300 level or above in Economics.
Restrictions: ECON501 and ECON541
ECON505-12B (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:** Prof Mark Holmes

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

**Prerequisites:** ECON200, ECON204 and either ECON202 or at least 20 points at 300 level or above in Economics.

**Restrictions:** ECON501 and ECON541

FINA506-12B (HAM)

**Finance Theory (Points: 15)**

Please refer to Finance

ECON526-12A (HAM)

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

This module will apply microeconomic analysis to common law and to statute law. It will analyse selected issues in property law, contact law tort, criminal law and international law.

**Convenor:** Dr Anna Strutt

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

**Prerequisites:** At least 40 points at 200 level or above in Economics

ECON527-12S (HAM)

**Choice Analysis with Applications (Points: 15)**

This paper covers choice theory and analysis of choice data using quantitative tools. Both revealed and stated preference data analysis will be framed on random utility theory and will extend to include various behavioural issues.

**Convenor:** Prof Riccardo Scarpa

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

**Prerequisites:** STAT160 or equivalent and permission of the paper convenor

ECON528-12B (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:** Prof Mark Holmes

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

**Prerequisites:** ECON204

**Restrictions:** ECON504
ECONOMICS

ECON529-12A (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: Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisites: One of ECON304, ECON404, ECON528, ECON543 or equivalent
Restrictions: ECON504

ECON530-12B (HAM)
Topics in Development Economics (Points: 15)
This paper will familiarise students with the use of tools for investigating development issues, using appropriate theory and quantitative techniques. The paper will involve a combination of lectures on key issues in the microeconomics of development and workshops that apply the techniques learned. Workshops will involve practical exercises, using actual and simulated data from developing countries. Students will also engage with the current and recent development economics literature.

Convenor: Dr Michael Cameron
Internal assessment/Exam ratio: 1:0
Prerequisites: At least 40 points at 200 level or above in Economics

ECON531-12B (HAM)
International Trade: Theory and Policy Issues (Points: 15)
This module analyses international trade theory, policy and evidence in the contemporary world environment. Topics covered include positive and normative theories of international trade, the theory of trade policy, effective protection, customs unions and the new world economic order.

Convenor: Dr Sayeeda Bano
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202 or at least 40 points at 300 level or above in Economics, and ECON306 or ECON406

ECON539-12A (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: Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202 or at least 40 points at 300 level or above in Economics
ECON543-12A (HAM)

Econometrics: Directed Reading (Points:15)

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

Convenor: Prof Riccardo Scarpa
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 or equivalent and at least 40 points at 300 level or above in Economics and/or Finance
Restrictions: ECON304 and ECON404

ECON552-12A (HAM)

Applied General Equilibrium Analysis (Points:15)

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

Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON202
Restrictions: ECON517

ECON589-12A (HAM), 12B (HAM), 12S (HAM)

Directed Study (Points:15)

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

For Semester 12A (HAM) and 12B (HAM)
Convenor: Not available at time of printing

For Semester 12S (HAM)
Convenor: Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisites: Permission of the Graduate Convenor.

ECON590-12A (HAM), 12B (HAM), 12C (HAM), 12S (HAM), 12Y (HAM)

Directed Study (Points:30)

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

For Semester 12A (HAM) and 12B (HAM) and 12C (HAM) and 12Y (HAM)
Convenor: Not available at time of printing

For Semester 12S (HAM)
Convenor: Prof John Gibson
Internal assessment/Exam ratio: 1:0
Prerequisites: Permission of the Graduate Convenor.

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
ECON591-12C (HAM)

Economics Dissertation (Points: 30)

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

Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON592-12C (HAM)

Economics Dissertation (Points: 60)

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

Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON593-12C (HAM)

Economics Thesis (Points: 90)

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

Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON594-12C (HAM)

Economics Thesis (Points: 120)

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

Convenor: Dr Anna Strutt
Internal assessment/Exam ratio: 1:0

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

ECON599-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)

Report of an Investigation (Points: 30)

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in Economics
Restrictions: ECON499
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 influencing strategic decision-making.

With the growth in electronic business and every aspect of business now involving electronic technology this subject gives students the business and technological skills to make them a crucial part of a company’s management team.

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

Do you have what it takes to win a scholarship or prize? Check out the Scholarships section for further information.
### AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
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<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>BECom</th>
<th>2nd Major for other degrees</th>
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</tbody>
</table>

### CONTACTS FOR ELECTRONIC BUSINESS

**STUART DILLON – CHAIRPERSON OF DEPARTMENT**

Location: MS8.G.04  
Phone: +64 7 838 4466 extn 4234  
Email: stuart@waikato.ac.nz

**MICHELLE REDINGER – DEPARTMENT ADMINISTRATOR**

Location: MS8.G.01  
Phone: +64 7 838 4466 extn 4561  
Email: michred@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 Knowledge Management in an Interconnected World
» 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 150 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: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

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

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

» MSYS212 Knowledge Management in an Interconnected World
» 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 150 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: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
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 Knowledge Management in an Interconnected World
- 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 150 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: If you are taking electronic business as a second major for the BECom then MSY319 may be replaced with another subject paper.

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 Knowledge Management in an Interconnected World
- 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 150 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: 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 Knowledge Management in an Interconnected World
- 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 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 150 can be counted towards your qualification and subject.

**Note:** 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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### Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.

### RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Paul Childerhouse. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Paul.

Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.

### PAPER DETAILS

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<thead>
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<th>Code</th>
<th>Title</th>
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*Please refer to Management Systems*
Electronic Business

MSYS366-12A (HAM)
Project Management (Points:20)

Please refer to Management Systems

MSYS376-12B (HAM)
Operations Management (Points:20)

Please refer to Management Systems

MSYS435-12A (HAM)
Advanced Managerial Decision Making (Points:20)

Please refer to Management Systems

MSYS451-12A (HAM)
Advanced E-Business: IT Strategy in Action (Points:20)

Please refer to Management Systems

MSYS455-12B (HAM)
Advanced E-Business Process Redesign (Points:20)

Please refer to Management Systems

MSYS458-12B (HAM)
Advanced E-Business Implementation (Points:20)

Please refer to Management Systems

MSYS465-12B (HAM)
Advanced Business Analysis and Consultancy (Points:20)

Please refer to Management Systems

MSYS466-12A (HAM)
Advanced Project Management (Points:20)

Please refer to Management Systems

MSYS476-12B (HAM)
Advanced Operations Management (Points:20)

Please refer to Management Systems

MSYS555-12A (HAM)
E-Business Investigation (Points:30)

Please refer to Management Systems

MSYS558-12B (HAM)
Contemporary Issues in E-Business (Points:30)

Please refer to Management Systems

MSYS561-12B (HAM)
Knowledge Management Research (Points:30)

Please refer to Management Systems

MSYS577-12A (HAM)
E-Enabled Agile Supply Chains (Points:30)

Please refer to Management Systems

www.management.ac.nz
ELECTRONIC COMMERCE

INTERESTS
» Electronic Commerce Technology
» Electronic Commerce Systems
» Supply Chain Management
» Electronic Communication
» Social Networking

CAREERS
» E-commerce Entrepreneur
» Electronic Commerce Consultant
» Website Developer
» Internet Security Analyst
» Implementation Consultant
» Web Systems Programmer
» E-commerce Marketing Manager

EMPLOYERS
» International Companies
» Small Private Companies
» Self Employed
» International Consulting Firms
» Regional and District Councils and Government Departments
» Universities, Polytechnics and Research Organisations

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

WHY CHOOSE ELECTRONIC COMMERCE?
Welcome to your business future. 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.
<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
<th>BECom(Hons)</th>
<th>GradDip(ECom)</th>
<th>PGDip(ECom)</th>
<th>MECom</th>
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<td>MCOM337</td>
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<td>STMG524</td>
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</tbody>
</table>
CONTACTS FOR ELECTRONIC COMMERCE

MANAGEMENT STUDENT CENTRE STAFF

Location: MSC
Phone: +64 7 838 4466 extn 4303
Email: msc@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 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:

- MSYS551 Management Systems Research (see note below)
- MSYS591 Dissertation (or a 591 paper from another department)

And choose 60 points from:

- ACCT513 Virtual Accounting Systems
- ECON528 Econometric Topics: Macroeconomics and Finance
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- MCOM585 Corporate Public Relations
- 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 156 can be counted towards your qualification. The Qualification Convenor may approve substitutions of papers from the list of possible electives.

**Note:** MSYS551 Management Systems Research is not offered in 2012, students may take MNGT501 Research Methods in Management Studies in place of this paper.
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 E-Commerce
» MCOM337 Advertising, Branding and Identity.com
» STMG346/STMG446 Strategy and the Internet
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 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: 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.
Notes: 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:

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ELECTRONIC COMMERCE

» MSYS551 Management Systems Research (see notes on next page)
» 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 Corporate Public Relations
» 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 156 can be counted towards your qualification and subject.

Notes: 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. MSYS551 Management Systems Research is not offered in 2012, students may take MNGT501 Research Methods in Management Studies in place of this paper. 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 Corporate Public Relations
» 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 and Doctor of Philosophy

Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

PhDs in electronic commerce can be arranged with a supervisor in one of a number of subject areas. The qualification convenor of the Electronic Commerce set of qualifications is Professor Bob McQueen. An initial discussion with him would be the first step in investigating possible topic areas and supervisors for a PhD in Electronic Commerce.

Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.

PAPER DETAILS

MSYS221-12B (HAM), 12S (NET)
Electronic Commerce Overview (Points:20)
Please refer to Management Systems

ACCT224-12A (HAM)
Legal Issues in E-Commerce (Points:20)
Please refer to Accounting

ECON309-12A (HAM)
New Economics of Business (Points:20)
Please refer to Economics

STMG324-12B (HAM), 12B (TGA)
Entrepreneurship and Innovation (Points:20)
Please refer to Strategic Management

MCOM337-12B (HAM)
Advertising, Branding and Identity Online (Points:20)
Please refer to Management Communication

MSYS351-12A (HAM)
E-Business: IT Strategy in Action (Points:20)
Please refer to Management Systems

MSYS358-12B (HAM)
E-Business Implementation (Points:20)
Please refer to Management Systems

MSYS365-12B (HAM)
Business Analysis and Consultancy (Points:20)
Please refer to Management Systems

MSYS366-12A (HAM)
Project Management (Points:20)
Please refer to Management Systems

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ELECTRONIC COMMERCE

ECON409-12A (HAM)
New Economics of Business *(Points:20)*

*Please refer to Economics*

STMG424-12B (HAM), 12B (TGA)
Entrepreneurship and Innovation *(Points:20)*

*Please refer to Strategic Management*

MSYS451-12A (HAM)
Advanced E-Business: IT Strategy in Action *(Points:20)*

*Please refer to Management Systems*

MSYS458-12B (HAM)
Advanced E-Business Implementation *(Points:20)*

*Please refer to Management Systems*

MSYS465-12B (HAM)
Advanced Business Analysis and Consultancy *(Points:20)*

*Please refer to Management Systems*

MSYS466-12A (HAM)
Advanced Project Management *(Points:20)*

*Please refer to Management Systems*

INMG501-12S (NET)
E-Global Business: Strategic Marketing and Management *(Points:30)*

*Please refer to International Management*

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)
Research Methods in Management Studies *(Points:30)*

*Please refer to Dean’s Office/Management*

FINA511-12A (HAM)
Advanced Corporate Finance *(Points:30)*

*Please refer to Finance*

FINA512-12B (HAM)
Investments and Portfolios *(Points:30)*

*Please refer to Finance*

STMG512-12A (HAM)
Strategic Innovation *(Points:30)*

*Please refer to Strategic Management*

STMG524-12B (HAM)
Entrepreneurship, Theory and Practice *(Points:30)*

*Please refer to Strategic Management*
ECON528-12B (HAM)
Econometric Topics: Macroeconomics and Finance (Points: 15)
Please refer to Economics

MKTG552-12B (HAM)
Advanced Advertising Strategy (Points: 30)
Please refer to Marketing

MSYS555-12A (HAM)
E-Business Investigation (Points: 30)
Please refer to Management Systems

MSYS558-12B (HAM)
Contemporary Issues in E-Business (Points: 30)
Please refer to Management Systems

MSYS577-12A (HAM)
E-Enabled Agile Supply Chains (Points: 30)
Please refer to Management Systems

MCOM585-12B (HAM)
Corporate Public Relations (Points: 30)
Please refer to Management Communication

MSYS591-12C (HAM)
Management Systems Dissertation (Points: 30)
Please refer to Management Systems

MSYS592-12C (HAM)
Management Systems Dissertation (Points: 60)
Please refer to Management Systems

MSYS593-12C (HAM)
Management Systems Thesis (Points: 90)
Please refer to Management Systems

MSYS594-12C (HAM)
Management Systems Thesis (Points: 120)
Please refer to Management Systems
ENTREPRENEURSHIP AND INNOVATION

INTERESTS

» Business Enterprise
» Entrepreneurial Innovation
» Venture Capital
» Consultation

CAREERS

» Business Entrepreneur
» Entrepreneurial Innovator
» Venture Capitalist Consultant

SCHOLARSHIPS

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

WHY CHOOSE ENTREPRENEURSHIP AND INNOVATION?

Work for yourself. Use strategies to find opportunities and then make the most of them.

Small and medium sized enterprises have a major impact on growth, as they generate the wealth and jobs that sustain economies.

Entrepreneurship and Innovation will teach you to identify unique qualities of successful entrepreneurial business strategies and to implement those strategies in the creation of new business.

This isn’t about ‘seat-of-your-pants’ risk taking. A qualification in entrepreneurship and innovation will give you the skills to take on an entrepreneurial role, look at niche opportunities and extract value from untapped areas. You’ll also learn business skills that cover planning and development, getting the product to market and keeping it there.
## AVAILABLE PAPERS THIS YEAR FOR YOUR SUBJECT

<table>
<thead>
<tr>
<th>Level</th>
<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>PCDip(EntreInn)</th>
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<td>TOMG505</td>
<td>B</td>
<td>Tourism and Hospitality Enterprises</td>
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</tbody>
</table>

## CONTACTS FOR ENTREPRENEURSHIP AND INNOVATION

**BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE CONVENOR**  
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.

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You must follow an approved programme of study which includes (see notes below):

» STMG324/424 Entrepreneurship and Innovation
» Either STMG346/446 Strategy and the Internet 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
» FINA403 Small Business Finance
» TOMG405 Entrepreneurship in Tourism and Hospitality

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 164 can be counted towards your qualification and subject.

Notes: The above regulations are subject to Academic Board approval, if approved they will be available from 2012. 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:

» 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 164 can be counted towards your qualification and subject.

Notes: 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.
ENTREPRENEURSHIP AND INNOVATION

PAPER DETAILS

STMG222-12A (NET)
Net Ready: Navigating the Competitive Landscape (Points:20)
Please refer to Strategic Management

STMG285-12A (HAM)
Strategy for Enterprise (Points:20)
Please refer to Strategic Management

INMG311-12A (NET)
The International Business Environment (Points:20)
Please refer to International Management

ACCT322-12B (HAM)
Law of Business Enterprises (Points:20)
Please refer to Accounting

HRMG342-12A (HAM), 12B (HAM), 12B (TGA)
Human Resource Management (Points:20)
Please refer to Human Resource Management

STMG330-12B (HAM)
Management Technology and Organisation (Points:20)
Please refer to Strategic Management

STMG344-12A (HAM)
Business, Government and Society (Points:20)
Please refer to Strategic Management

STMG385-12A (HAM)
Strategy for Enterprise (Points:20)
Please refer to Strategic Management

STMG391-12A (HAM), 12A (TGA), 12B (HAM), 12S (HAM)
Strategic Management (Points:20)
Please refer to Strategic Management

FINA403-12A (HAM), 12A (TGA)
Small Business Finance (Points:20)
Please refer to Finance

www.management.ac.nz
TOMG405-12B (BLK), 12B (HAM), 12B (TGA)
Entrepreneurship in Tourism and Hospitality *(Points: 20)*
*Please refer to Tourism Management*

STMG424-12B (HAM), 12B (TGA)
Entrepreneurship and Innovation *(Points: 20)*
*Please refer to Strategic Management*

STMG430-12B (HAM)
Management Technology and Organisation *(Points: 20)*
*Please refer to Strategic Management*

INMG501-12S (NET)
E-Global Business: Strategic Marketing and Management *(Points: 30)*
*Please refer to International Management*

TOMG505-12B (HAM)
Tourism and Hospitality Enterprises *(Points: 30)*
*Please refer to Tourism Management*

ACCT507-12A (HAM)
Accounting, Sustainability and a Changing Environment *(Points: 30)*
*Please refer to Accounting*

STMG512-12A (HAM)
Strategic Innovation *(Points: 30)*
*Please refer to Strategic Management*

STMG524-12B (HAM)
Entrepreneurship, Theory and Practice *(Points: 30)*
*Please refer to Strategic Management*

STMG555-12B (HAM)
Foundations of Strategy and Organisation *(Points: 30)*
*Please refer to Strategic Management*

INMG588-12A (NET)
International Business Strategy *(Points: 30)*
*Please refer to International Management*
FINANCE

INTERESTS

» Finance
» Banking
» Financial Markets
» Financial Analysis
» Financial Planning
» International Finance

CAREERS

» Treasury
» Investment Adviser
» Corporate Finance
» Financial Analyst
» Financial Management
» Sharebroking
» Commercial and Investment Banking
» Financial Planner

EMPLOYERS

» Stockbrokers
» Commercial and Investment Banks
» Domestic and International Corporations
» Fund Managers
» Consulting Firms
» Government Departments
» International Agencies (eg IMF, World Bank, Asian Development Bank)

SCHOLARSHIPS AND PRIZES

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

WHY CHOOSE FINANCE?

Interested in a great career that centres on money? Compound your opportunities with Finance.

How do foreign exchange dealers handle the volatile kiwi dollar? Why do share values go up and down? If you study Finance you'll understand money, banking, investments and credit. Bankers, financial planners, corporate treasury departments, share-brokers and the Reserve Bank are some of the players in the finance industry.

It isn't possible to run a treasury or an investment fund, or structure the financing of a project, or even invest personally, without some understanding of finance theory and practice. If you study Finance, you'll learn about investment decision-making when time and risk are key considerations. You'll gain the skills to examine corporate finance, portfolios and markets, small business finance, financial modelling and personal financial planning.

Make a safe investment in Waikato Management School. We were rated top in New Zealand for accounting and finance research in the Tertiary Education Commission's latest assessment of tertiary research.

Finance is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. Graduate study programmes in Finance are tailored to meet the needs of participants in the programme.

If you are not enrolled in a bachelors degree that lists Finance as an available subject you may still take it as a second major; the requirements for this can be found overleaf under the section Second Major for other degrees.

Complementary areas of study may include Accounting, Economics and Management Systems.
## 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>BM5(Hons)</th>
<th>BBA(Fin)</th>
<th>BBA(Hons)(Fin)</th>
<th>2nd Major for other degrees</th>
<th>GradDip(Fin)</th>
<th>PGDip(Fin)</th>
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</tr>
</tbody>
</table>

## CONTACTS FOR FINANCE

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Email: krishnac@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 169 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: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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 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 169 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: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
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 169 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: You may not count any BBA(Fin) compulsory paper towards this major unless you are taking a second major; then you may count FINA201 towards this major.

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 169 can be counted towards your qualification and subject.

Notes: 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 169 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: 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 169 can be counted towards your qualification and subject.

*Note: 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.

*Notes: 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 (PG Dip)**

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 169 can be counted towards your qualification and subject.

**Notes:** 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 169 can be counted towards your qualification and subject.

**Notes:** 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 Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.
POSSIBLE STREAMS WITHIN A FINANCE MAJOR

Although it is not necessary to fit within any particular stream or programme in planning a major in finance, the department has found it useful to view its papers in terms of the following four overlapping streams:

Stream 1 – Corporate
FINA201 Finance
FINA305 Business Analysis and Valuation
FINA311 Corporate Finance (Restriction FINA510)
FINA414 Securities Analysis
FINA415 Computer Modelling in Finance
FINA507 Corporate Restructuring and Governance
FINA510 Financial Theory and Corporate Policy (Restriction FINA311)
FINA511 Advanced Corporate Finance
FINA515 Advanced Financial Modelling

Stream 2 – Portfolios and Markets
FINA201 Finance
FINA312 Portfolios and Markets (Restriction FINA517)
FINA412 Derivative Securities
FINA415 Computer Modelling in Finance
FINA417 International Corporate Finance
FINA512 Investments and Portfolios
FINA517 Investments, Portfolios and Financial Markets (Restriction FINA312)
FINA515 Advanced Financial Modelling
FINA519 Derivatives 2
FINA529 Advanced Derivatives

Stream 3 – Banking and Treasury
FINA313 Capital Markets
FINA412 Derivative Securities
FINA506 Finance Theory
FINA512 Investments and Portfolios
FINA519 Derivatives 2
FINA529 Advanced Derivatives

Stream 4 – Other
FINA305 Business Analysis and Valuation
FINA306 Personal Financial Planning
FINA403 Small Business Finance
FINA415 Computer Modelling in Finance
FINA514 Property Finance
FINA515 Advanced Financial Modelling
BECOMING A CERTIFIED FINANCIAL ADVISOR

If you wish to pursue a career as a Financial Advisor and gain industry certification to become a Certified Financial Planner you will be required to complete further study beyond your Bachelor degree. The Postgraduate Diploma in Personal Financial Planning offered by Corporate & Executive Education is recognised as complying with the requirements of this certification programme. Detailed information on the process of attaining certification as a financial advisor can be found on the Institute of Financial Advisors website: www.ifa.org.nz

Further information on the Postgraduate Diploma in Personal Financial Planning can be found in the section Corporate & Executive Education.

FINANCE AND ECONOMICS

There is a close relationship between finance and economics. Joint majors in Finance and Economics make an especially powerful combination. In addition the Departments of Finance and Economics have a joint agreement on papers that can count towards each other’s major.

Provided no more than two papers are counted towards the Finance major from other departments, the following Economics papers can be counted towards a major in Finance:

- ECON204 Quantitative Methods for Economics and Finance (recommended)
- ECON304 (or 404) Econometrics

It is important to note that a paper can count towards only one major. Corresponding arrangements are available for students completing a masters degree with a main subject in Finance.

FINANCE 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.

Professor Ed Vos’ research interests include financial markets and small business finance.
FINANCE

PAPER DETAILS

FINA201-12A (HAM), 12S (HAM)
Finance (Points: 20)
This paper introduces all BMS students to the basics of finance. It enables all students to understand the financial markets and their usefulness in the business environment. It ensures that students have skills in financial problem solving from a corporate perspective. It introduces the students to the concepts of financial risk. It makes students aware of the investment decision making process.

Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:1
Restrictions: FINA202

ECON204-12B (HAM), 12B (TGA), 12S (HAM)
Quantitative Methods for Economics and Finance (Points: 20)
Please refer to Economics

ECON304-12A (HAM)
Econometrics (Points: 20)
Please refer to Economics

FINA305-12B (HAM), 12B (TGA), 12S (HAM)
Business Analysis and Valuation (Points: 20)
This paper provides a comprehensive treatment of business analysis and valuation. It develops a quantitative approach to the analysis of financial information. The paper integrates commercial understanding, financial information and capital market theory to investigate the monetary value of businesses.

Convenor: Dr Geeta Duppati
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA201

FINA306-12A (HAM), 12A (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: Dr Krishna Reddy
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA201
FINA311-12A (HAM), 12A (TGA), 12T (HAM)

**Corporate Finance (Points:20)**

A first paper in the principles and practice of corporate finance. Building upon the concepts of net present value and time value of money, the paper examines the corporate capital budgeting, capital structure and dividend policy.

**For Semester 12A (HAM) and 12A (TGA)**

Convenor: Dr Krishna Reddy  
Internal assessment/Exam ratio: 1:1

**For Semester 12T (HAM)**

Convenor: Dr Krishna Reddy  
Internal assessment/Exam ratio: 1:0  
Prerequisites: FINA201  
Restrictions: FINA510

*Note: The PricewaterhouseCoopers Prize in Corporate Finance is awarded to the top student of the year in this paper.*

FINA312-12B (HAM), 12B (TGA), 12S (HAM)

**Portfolios and Markets (Points:20)**

This paper introduces the fundamental concepts related to portfolio decisions of individual and institutional investors. Based on the concept of risk-return trade-off, it discusses the techniques and implications of efficient portfolio diversification and the allocation of assets among different securities. A special feature of this paper is that it provides an opportunity to students to work on an investment project using real world data.

Convenor: Dr Sazali Abidin  
Internal assessment/Exam ratio: 1:1  
Prerequisites: FINA201  
Restrictions: FINA517

FINA313-12B (HAM), 12B (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.

Convenor: Dr Daniel Choi  
Internal assessment/Exam ratio: 1:1  
Prerequisites: FINA201

ECON317-12A (HAM)

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

*Please refer to Economics*
FINANCE

FINA399-12C (HAM), 12D (HAM), 12E (HAM)
Applied Project in Finance (Points: 20)
Applied research project investigating a finance related issue in an organisational context.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department
Restrictions: ACCT399 and ECON399

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

FINA403-12A (HAM), 12A (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: Prof Ed Vos
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA201

ECON404-12A (HAM)
Econometrics (Points: 20)
Please refer to Economics

FINA412-12A (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: Dr Daniel Choi
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA311 or FINA312
Restrictions: FINA509

FINA415-12T (HAM)
Computer Modelling in Finance (Points: 20)
The objective of this paper is to equip students with financial modelling skills using a computer spreadsheet. These skills include generic skills such as performing sensitivity analyses, running simulations and solving valuation problems in finance. The paper will also introduce students to more advanced programming techniques in financial modelling. This includes defining often used financial functions and performing complex tasks in Visual Basic programming codes.

Convenor: Dr Kurt Hess
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA311 or FINA312 or equivalent

FINA417-12B (HAM), 12B (TGA)
International Corporate Finance (Points: 20)
This paper deals with finance subject matters faced by multinational corporations. The course examines exchange rate determination, currency exposure management, international investment and international capital budgeting.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA201
Restrictions: FINA317
FINA499-12C (HAM), 12D (HAM), 12E (HAM)

Report of an Investigation (Points: 20)

Students are required to undertake an investigation in an organisation outside the University. These are projects on a subject of a student’s choice, involving a practical investigation and report.

The student should initiate the project, in consultation with a member of staff as the proposed supervisor. The “499” is usually sponsored by a corporate or other entity, and the student works under the supervision of a member of the organisation, as well as his or her academic supervisor. The 499 concept has generally proved very successful in the past, with students sometimes forging careers with the corporate as a result.

On occasion students may be interested in a topic where it is difficult or inappropriate for him or her to find a corporate sponsor, and in such cases the 499 is “internal” or “desk”. The student works on the project in close association with the academic supervisor. Such internal projects can serve as pilot studies for theses or dissertations at graduate level.

Full details about this paper are in the 499 paper outline which is available on the 499 website.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, FINA311 and FINA312
Restrictions: FINA599

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

MNGT502-12A (HAM), 12S (HAM)

Introduction to Research Methods in Management Studies (Points: 15)

Please refer to Dean’s Office/Management

FINA506-12B (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: Dr Dani Foo
Internal assessment/Exam ratio: 1:1
Prerequisites: At least 60 points in Finance at 300 or 400 level, including FINA311 and FINA312

FINA507-12A (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: Dr Krishna Reddy
Internal assessment/Exam ratio: 1:1
Prerequisites: At least 60 points in Finance at 300 or 400 level, including FINA311 or FINA312 or equivalent, or both EXLD517 and EXLD520
FINANCE

FINA510-12A (HAM), 12T (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 12A (HAM)
Convenor: Dr Krishna Reddy
Internal assessment/Exam ratio: 1:1

For Semester 12T (HAM)
Convenor: Dr Krishna Reddy
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON204 and FINA201 or equivalent
Restrictions: FINA311

FINA511-12A (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: Prof Ed Vos
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA311 or equivalent

FINA512-12B (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: Dr Sazali Abidin
Internal assessment/Exam ratio: 1:1
Prerequisites: FINA312 or equivalent
FINA515-12T (HAM)

**Advanced Financial Modelling** *(Points: 30)*

The purpose of this paper is the practical implementation and application of some advanced models in finance. It is taught in a computer lab format. While the theoretical basis for each model family is briefly reviewed, the emphasis is on honing the technical modelling and data handling skills. The first part of the paper is devoted to laying the foundations both in terms of programming skills and familiarity with software tools. In support of this, the time table allows student less familiar with Excel and its VBA programming language to join classes of the more basic FINA415 Financial Modelling paper. The second part of the course is dedicated to the presentation of selected models from the following topic areas: portfolio theory, market and credit risk, corporate finance, numerical and simulation methods. Besides three smaller assignments, students must complete a self-defined modelling project.

**Convenor:** Dr Kurt Hess  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisites:** FINA311, FINA312, ECON404, or FINA415  
**Restrictions:** FINA518

FINA517-12B (HAM), 12S (HAM)

**Investments, Portfolios and Financial Markets** *(Points: 15)*

This paper will consider investments and the construction of efficient portfolios. It will include an analysis of the use of options and futures in risk management. Students will be required to apply the theoretical concepts used to actual problems. An ability to critically evaluate the core financial models used will be required. This paper will be taught in parallel with FINA312, but students will be required to study in detail the underlying theory and critically evaluate its use.

**Convenor:** Dr Sazali Abidin  
**Internal assessment/Exam ratio:** 1:1  
**Prerequisites:** ECON204 and FINA201 or equivalent  
**Restrictions:** FINA312

ECON528-12B (HAM)

**Econometric Topics: Macroeconomics and Finance** *(Points: 15)*

Please refer to Economics

FINA529-12B (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:** Dr Daniel Choi  
**Internal assessment/Exam ratio:** 1:1  
**Prerequisites:** FINA412  
**Restrictions:** FINA509 and FINA519
FINANCE

FINA560-12S (HAM)

Special Interest Finance (Points: 30)

This paper analyses property investments, investigating returns and risk and property financing; property markets in New Zealand and internationally for various forms of property, and structures for holding property are considered.

Convenor: AProf Stuart Locke
Internal assessment/Exam ratio: 1:1
Prerequisites: 40 points at 300 level in Finance, or at the discretion of the Chairperson of Department

FINA589-12A (HAM), 12B (HAM), 12S (HAM)

Directed Study (Points: 15)

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

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

FINA590-12A (HAM), 12B (HAM), 12C (HAM), 12S (HAM), 12Y (HAM)

Directed Study (Points: 30)

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

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

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

FINA591-12C (HAM)

Finance Dissertation (Points: 30)

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON544, FINA511 and FINA512

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
FINA592-12C (HAM)
**Finance Dissertation (Points: 60)**

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON544, FINA511 and FINA512

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

FINA593-12C (HAM)
**Finance Thesis (Points: 90)**

An externally examined piece of written work that reports on the findings of supervised research.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON544, FINA511 and FINA512

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

FINA594-12C (HAM)
**Finance Thesis (Points: 120)**

An externally examined piece of written work that reports on the findings of supervised research.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: ECON544, FINA511 and FINA512

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

FINA599-12C (HAM), 12D (HAM), 12E (HAM)
**Report of an Investigation (Points: 30)**

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

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study

Restrictions: FINA499
HOSPITALITY MANAGEMENT

INTERESTS

» Hospitality
» Hotel and Restaurant Management
» Travel

CAREERS

» Front Office Manager
» Hotel Manager
» Restaurant and Bar Manager
» Travel and Accommodation Facilitator
» Catering Services Manager
» Tourism Operator
» Financial Controller
» Gaming Management

EMPLOYERS

» Tourism and Hospitality Organisations
» Commercial Caterers
» Hotels and Resorts
» Tourism and Leisure Attractions
» Museums
» Restaurants
» Hospital Catering
» Conference and Event Centres

SCHOLARSHIPS

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

WHY CHOOSE HOSPITALITY MANAGEMENT?

The business of delivering a good time has many elements. Learn to integrate and manage hospitality operations that make lasting impressions.

Hospitality Management is about the management of businesses that supply food, drink, accommodation and entertainment; this industry needs operators who can plan, control, make strategic decisions, and know the legal requirements for the industry.

The hospitality industry in New Zealand employs more than 135,000 people and contributes 7.6 percent of New Zealand’s economy. It’s a growth industry and faces constant demand for skilled staff.

Hospitality Management is available as a first major in the BTour and the BMS; details of the requirements for these can be found overleaf. If you are not enrolled in either the BTour or the BMS you may also take hospitality management as a second major for your bachelors degree; the requirements for this can be found overleaf under the section 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>BTour</th>
<th>2nd Major for other degrees</th>
</tr>
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<tbody>
<tr>
<td>2</td>
<td>TOMG206</td>
<td>A</td>
<td>Food and Beverage Management</td>
<td>✓✓✓✓</td>
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<td></td>
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<td></td>
<td>TOMG207</td>
<td>B</td>
<td>Accommodation Management</td>
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<td></td>
<td>TOMG216</td>
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<tr>
<td></td>
<td>TOMG217</td>
<td>B</td>
<td>Accommodation Management Placement</td>
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<tr>
<td>3</td>
<td>TOMG304</td>
<td>A</td>
<td>Tourism and Hospitality Law</td>
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<td></td>
<td>TOMG306</td>
<td>A</td>
<td>Tourism and Hospitality Management Control and Decision Making</td>
<td>✓✓✓✓</td>
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<td>4</td>
<td>TOMG405</td>
<td>B</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
<td>✓✓✓✓</td>
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<td></td>
<td>TOMG406</td>
<td>B</td>
<td>Hospitality Operations and Sustainable Management</td>
<td>✓✓✓✓</td>
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<tr>
<td>5</td>
<td>TOMG503</td>
<td>A</td>
<td>Hotel and Resort Development</td>
<td>✓✓✓</td>
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<td></td>
<td>TOMG507</td>
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<td>Hotel and Resort Operations Management</td>
<td>✓✓✓</td>
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</tbody>
</table>

## CONTACTS FOR HOSPITALITY MANAGEMENT

**ASAD MOHSIN – QUALIFICATIONS 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

**ADMINISTRATOR**
Location: MSB.2.15  
Phone: +64 7 838 4466 extn 4045  
Email: WMS-EFT-Depts@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these must be at 400 level. 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 185 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:** You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 level. 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
- Either TOMG503 Hotel and Resort Development or TOMG507 Hotel and Resort Operations 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 185 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:** You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
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 185 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: You may not count any BTour(THMgt) compulsory paper towards your first major although TOMG390 or MNTG396 can be counted towards your first major if you are taking a second major subject.

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 185 can be counted towards your major.
Graduate Certificate (GradCert)
The requirements for this qualification are located under the subject Tourism Management.

Graduate Diploma (GradDip)
The requirements for this qualification are located under the subject Tourism Management.

Postgraduate Certificate (PGCert)
The requirements for this qualification are located under the subject Tourism Management.

Postgraduate Diploma (PGDip)
The requirements for this qualification are located under the subject Tourism Management.

Master of Management Studies (MMS)
The requirements for this qualification are located under the subject Tourism Management.

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

RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for theses. Please refer to the Tourism Management section for a full list of staff available to supervise in this particular subject area.
## PAPER DETAILS

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>TOMG206-12A (HAM), 12A (TGA)</td>
<td><strong>Food and Beverage Management</strong>  <em>(Points:20)</em></td>
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<td><strong>Tourism and Hospitality Management Control and Decision Making</strong>  <em>(Points:20)</em></td>
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<td>TOMG507-12B (HAM)</td>
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</table>
HUMAN RESOURCE MANAGEMENT

INTERESTS
» Human Resources
» Organisational Behaviour
» Personnel Management
» Managing People
» Strategic HRM Planning

CAREERS
» Human Resource Manager/Adviser/Officer
» Payroll Manager/Administrator
» Industrial Relations Mediator/Facilitator
» Employment Court Official
» Human Capital Development Strategist

EMPLOYERS
» Consultancy Firms
» Large Corporates
» International Companies
» Professional Organisations
» Government Departments

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

WHY CHOOSE HUMAN RESOURCE MANAGEMENT?

Human Resource Management is about developing and managing an organisation’s most valuable asset, its people.

Human Resource Management is concerned with getting the right people into the right jobs, knowing how to keep them and advance their careers. HR managers have a strategic role in an organisation because they deal with recruitment, salaries, training programmes and staff performance.

By studying Human Resource Management, you’ll acquire people management skills that will help you to better understand your workmates and employees, and better manage your future staff.

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

Complementary areas of study may include Strategic Management, Management Communication, Management Systems, Accounting, Marketing and Economics.
<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 or other degrees</th>
<th>Grad Dip(HRM)</th>
<th>PG Dip(HRM)</th>
<th>MMS</th>
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</tbody>
</table>
CONTACTS FOR HUMAN RESOURCE MANAGEMENT

BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE ADVISOR
Location: MSB.4.08
Phone: +64 7 838 4466 extn 4195
Email: bobbie@waikato.ac.nz

JOHN GILBERT – PHD HUMAN RESOURCE MANAGEMENT ENQUIRIES
Location: MSB.4.10
Phone: +64 7 838 4466 extn 8126
Email: jgilbert@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 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.

**Notes:** You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. If you intend to take HRMG499 then you will need to pass the prerequisite paper HRMG343.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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
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.

**Notes:** You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. If you intend to take HRMG499/599 then you will need to pass the prerequisite paper HRMG343.

### 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:** 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 191 can be counted towards your qualification and subject.

**Note:** 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.

Notes: 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 191 can be counted towards your qualification and subject.

Notes: 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).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 191 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy
Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

**Dr Suzette Dyer** researches within the disciplines of human resource management and organisational behaviour. More specifically her research interests include the impact of globalisation upon society and workplace, career management and development, feminist organisational research, and organisational structural reform with a specific focus upon the issues of flexibility and workplace change. She draws on qualitative research methodologies and uses critical theoretical approaches.

**Dr John Gilbert**’s research interests focus on human resource development and organisational change. His specific research interests include the development and management of senior managerial resources, the management of change in organisations and the development of human resources in small to medium sized enterprises.

**Professor Clive Gilson**’s research interests focus on international human resource management, employment practices and performance, international industrial relations, sustaining organisational performance and managing sports organisations. He is the co-author of Harper Collins’ business book Peak Performance Organisations.

**Professor Mark Harcourt**’s research interests focus on human resource management and industrial relations. His specific projects include health and safety in the workplace, discrimination and the human rights legislation, occupational health and safety (injury costs and causes; work design and stress), employment tribunal and court decisions, negotiation skills, compensation, retention, motivation, organisational justice, redundancy, procedural justice, earnings, and unemployment policy.

**Dr 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

STMG222-12A (NET)
**Net Ready: Navigating the Competitive Landscape** *(Points: 20)*

*Please refer to Strategic Management*

HRMG241-12A (HAM), 12B (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.

**Convenor:** Dr Suzanne Grant  
**Internal assessment/Exam ratio:** 3:2  
**Prerequisites:** STMG191

*Note:* Lectures for this paper are delivered online. Tutorial attendance is required.
SCEN301-12A (HAM)
Engaging with Social Enterprise and Community (Points:20)

Please refer to Social Enterprise

STMG330-12B (HAM)
Management Technology and Organisation (Points:20)

Please refer to Strategic Management

MCOM331-12A (HAM)
Managing Conflict and Consensus (Points:20)

Please refer to Management Communication

HRMG341-12A (HAM)
Managerial Behaviour (Points:20)

This paper is designed to create a bridge between theories of organisations, and the practice of management. Much of the paper learning is refracted through case discussion. Participation in class requires the application of organisational and behavioural theories, models and concepts to cases which are centred on a single decision maker. If you already have experience in a managerial role, this paper will enable you to further develop your organisational and analytical skills. The paper will considerably assist students who either wish to develop a managerial career or simply investigate what managers actually do.

Convenors: Prof Clive Gilson
Dr John Gilbert

Internal assessment/Exam ratio: 1:1

Prerequisites: HRMG241

HRMG342-12A (HAM), 12B (HAM), 12B (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: Dr Linda Twiname

Internal assessment/Exam ratio: 7:3

Prerequisites: HRMG241

Notes: The Alfred Marshall Prize in Human Resource Management is awarded to the top student of the year in this paper. This paper will be delivered to Tauranga via video-conference and a minimum of 10 enrolments, 2 weeks before the paper starts, is required for the paper to be offered.
HRMG343-12A (HAM), 12T (HAM)
**Business Research Methods** *(Points:20)*
Research methods fundamentally involve the question of how we can learn about and better comprehend our social world. This knowledge enables us to change or attempt to change that world. This paper examines how business research is conducted, including a broad exposure to an extensive variety of methods for gathering and analysing both qualitative and quantitative data. Students will also learn what makes research interesting and relevant, how to evaluate research and recognise common limitations and unavoidable tradeoffs, and how to report the results of a research project.

For Semester 12A (HAM)  
Convenor: Not available at time of printing

For Semester 12T (HAM)  
Convenor: AProf Jarrod Haar  
Internal assessment/Exam ratio: 1:0  
Prerequisites: HRMG241 or at the discretion of the Chairperson of Department

**Note:** Enrolment in HRMG343-12T is limited to 50 students

HRMG374-12A (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: Dr Suzette Dyer  
Internal assessment/Exam ratio: 1:0

HRMG401-12A (HAM)
**Human Resource Management and Employment Relations** *(Points:20)*
This paper is designed to address the increasingly important role of employment law in human resource management. Students are exposed to current employment laws as they relate to issues such as health and safety, discrimination, harassment, strikes, individual agreements, collective agreements and dismissal.

Convenor: Prof Mark Harcourt  
Internal assessment/Exam ratio: 1:1  
Prerequisites: HRMG341 or HRMG342

HRMG402-12B (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: Mr Glyndwr Jones  
Internal assessment/Exam ratio: 1:0  
Prerequisites: HRMG341 or HRMG342
**HUMAN RESOURCE MANAGEMENT**

**STMG425-12A (HAM)**
**Managing with Spirit** *(Points: 20)*

Please refer to *Strategic Management*

**STMG430-12B (HAM)**
**Management Technology and Organisation** *(Points: 20)*

Please refer to *Strategic Management*

**MCOM431-12B (HAM)**
**Negotiation and Persuasion** *(Points: 20)*

Please refer to *Management Communication*

**HRMG445-12B (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.

Convener: Dr Suzette Dyer

Internal assessment/Exam ratio: 1:0

Prerequisites: HRMG241

**HRMG488-12A (HAM)**
**International Human Resource Management** *(Points: 20)*

International Human Resource Management will provide students with an understanding of how human resource practices and policies vary in different countries and an understanding of how and why human resource goals, actors, decision making processes, and contexts can vary across countries. Increasingly organisations are operating in global markets and organisations need to have the knowledge required to adapt human resource practices to the differing requirements of differing countries.

Convener: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: HRMG342 or PSYC317

**HRMG490-12A (HAM), 12B (HAM), 12C (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.

Convener: Not available at time of printing

Internal assessment/Exam ratio: 1:0

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

**MNGT496-12C (BLK)**
**A Management Internship: From Theory to Practice** *(Points: 20)*

Please refer to Dean’s Office/Management

[www.management.ac.nz](http://www.management.ac.nz)
HRMG499-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)

Report of an Investigation (Points: 20)

A 499 project is required for the BMS, and is only available to BMS students. You should discuss a proposed topic with the department’s 499 co-ordinator, or staff in your interest area who may also be able to help with strategic management, organisational behaviour/human resource management, including ‘desk’ 499s.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: All 100, 200 and 300 level BMS compulsory papers and HRMG343

Restrictions: HRMG599

Note: Students who have completed MKTG352 Marketing Research are not required to complete HRMG343 Business Research Methods.

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

HRMG541-12A (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: Dr Suzette Dyer

Internal assessment/Exam ratio: 1:0

Prerequisites: HRMG341, HRMG342 or PSYC317

HRMG543-12B (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 to pay to the attainment of group and organisational goals to achieve fair pay while maintaining accountability. However, much of the research on the efficacy of these approaches has been inconclusive. As the range of approaches to pay and performance management increases, the need to understand the implications of these practices for employees and organisations also increases. The course will provide the opportunity to evaluate and discuss the latest research findings in the arena of compensation and performance management.

Convenor: Prof Mark Harcourt

Internal assessment/Exam ratio: 1:0

Prerequisites: HRMG342 or PSYC317
HUMAN RESOURCE MANAGEMENT

HRMG544-12A (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: Prof Mark Harcourt
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG342 or PSYC317

HRMG545-12B (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: Dr Linda Twiname
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG342 or PSYC317

STMG555-12B (HAM)

Foundations of Strategy and Organisation (Points:30)

Please refer to Strategic Management

STMG556-12T (HAM)

Competitive Advantage Through Work-Family Practices (Points:30)

Please refer to Strategic Management

STMG560-12T (NET)

Special Topic: Spirit and Enterprise (Points:30)

Please refer to Strategic Management

HRMG566-12C (HAM)

Getting Into Human Resource Management (Points:30)

This paper provides a robust introduction to the HRM discipline. It enables students to understand the elements of the HRM function and to focus upon specific areas within the discipline.

Convenor: Dr Linda Twiname
Internal assessment/Exam ratio: 1:0
Restrictions: HRMG342 and PSYC317

www.management.ac.nz
PSYC572-12A (HAM)
Personnel Selection *(Points:15)*

Please refer to the *University of Waikato Calendar*

PSYC573-12A (HAM)
Personnel Training and Development *(Points:15)*

Please refer to the *University of Waikato Calendar*

HRMG574-12B (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: Dr Suzette Dyer
Internal assessment/Exam ratio: 1:0

STMG580-12A (HAM)
Strategies for Sustainability *(Points:30)*

Please refer to *Strategic Management*

HRMG590-12A (HAM), 12B (HAM), 12C (HAM), 12S (HAM)
Directed Study *(Points:30)*

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

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

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

HRMG591-12C (HAM)
Human Resource Management Dissertation *(Points:30)*

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

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

*Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.*
HRMG592-12C (HAM)
Human Resource Management Dissertation (Points: 60)
A report on the findings of a theoretical or empirical investigation.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

HRMG593-12C (HAM)
Human Resource Management Thesis (Points: 90)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

HRMG594-12C (HAM)
Human Resource Management Thesis (Points: 120)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

HRMG599-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)
Report of an Investigation (Points: 30)
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and HRMG343
Restrictions: HRMG499
INTERNATIONAL MANAGEMENT

INTERESTS
» International Business
» Business and Foreign Languages
» Trade
» Economics
» Business Strategies
» Marketing

CAREERS
» International Trade Policy Adviser
» Tourism Consultant
» Industrial Development Analyst
» Business Development Adviser
» Management Positions, MNEs, SMEs
» International Marketing Analyst
» Translator

EMPLOYERS
» International and Government Organisations
» Ministry of Foreign Affairs and Trade
» Ministry of Economic Development
» Multinational Enterprises
» Small-Medium Sized Firms Operating Internationally
» New Zealand Trade and Enterprise
» Tourism Operators

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

WHY CHOOSE INTERNATIONAL MANAGEMENT?

See the global picture. International Management deals with business activities that span continents and cultures.

New Zealand businesses must learn to operate effectively in countries with different economic, cultural, political, legal and technological environments. International management teaches you how to analyse international business environments and to develop effective strategies for entering and servicing international markets.

Alongside management papers, you can choose to learn, or continue to learn, a foreign language. These skills prepare you for a range of careers in the commercial sector, notably in export and international management, finance, government departments and tourism.

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

Complementary areas of study may include Accounting, Economics, Finance, Languages, Human Resource Management, Strategic Management and Tourism Management.
# AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

<table>
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<th>Paper Code</th>
<th>Semester</th>
<th>Description</th>
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<th>BMS(Hons)</th>
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**CONTACT FOR INTERNATIONAL MANAGEMENT**

MICHELE 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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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
- Either ECON306/406 International Trade and Finance or FINA417 International Corporate Finance

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
- International Coursework including: either INMG416 Special Topic: Doing Business in Europe (see notes on next page) or POLS314 European Integration, and INMG315 Doing Business in BRICs and either MCOM476 Communicating Across Cultures or MKTG353 International Marketing
INTERNATIONAL MANAGEMENT

All students may choose any additional papers, though papers often have prerequisites and careful programme planning will be required, from:

» 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
» INMG315 Doing Business in BRICs (Brazil, Russia, India and China)
» STMG346 Strategy and the Internet
» STMG388 Strategic Alliances and Networks
» TOST306 Geographies of Tourism Planning and Development
» HRMG488 International Human Resource Management
» INMG416 Special Topic: Doing Business in Europe
» 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 204 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.

**Notes:** INMG416 is not offered in 2012 so please contact either Associate Professor Michèle Akoorie or Dr Paresha Sinha for programme advice. You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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
» INMG588 International Business Strategy
» Either ECON306/406 International Trade and Finance or FINA417 International Corporate Finance

www.management.ac.nz
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

» International Coursework including: either INMG416 Special Topic: Doing Business in Europe (see note below) or POLS314 European Integration, and INMG315 Doing Business in BRICs and either 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 204 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.

Notes: INMG416 is not offered in 2012 so please contact either Associate Professor Michèle Akoorie or Dr Paresha Sinha for programme advice. You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

» Either ECON306/406 International Trade and Finance or FINA417 International Corporate Finance

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

» International Coursework including: either INMG416 Special Topic: Doing Business in Europe (see notes on next page) or POLS314 European Integration, and INMG315 Doing Business in BRICs and either MCOM476 Communicating Across Cultures or MKTG353 International Marketing
INTERNATIONAL MANAGEMENT

You may choose any additional papers, though papers often have prerequisites and careful programme planning will be required, from:

» ECON200 Macroeconomics and the Global Economy
» ECON236/336 Comparative Economics in Global Perspective
» FINA201 Finance (see notes below)
» MCOM231 Interpersonal Communication
» MKTG251/351 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 204 can be counted towards your major.

Notes: INMG416 is not offered in 2012 so please contact either Associate Professor Michèle Akoorie or Dr Paresha Sinha for programme advice. FINA201 is not available for BBA 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 Department’s 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: 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
- MKTG251/351 Marketing Strategy
- TOMG202 Managing Tourism Demand and Behaviour
- TOMG203 Tourism Package Operations
- ACCT331 Management Accounting
- ECON319/419 China’s Economic Development
- MKTG353 International Marketing
- MSYS335 Managerial Decision Making
- MSYS365 Business Analysis and Consultancy
- MSYS377 Supply Chain Management
- INMG315 Doing Business in BRICs (Brazil, Russia, India and China)
- STMG346 Strategy and the Internet
- STMG388 Strategic Alliances and Networks
- TOST306 Geographies of Tourism Planning and Development
- HRMG488 International Human Resource Management
- INMG416 Special Topic: Doing Business in Europe
- 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 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 204 can be counted towards your qualification and subject.

**Note:** 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 Department’s Graduate Convenor to discuss an appropriate personal programme of study.

**Notes:** 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:

» 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
» MCOM576 Intercultural Communication
» MCOM584 Global Sustainability Issues for Public Relations
» MKTG507 The Research Process: Marketing and International Management
» MKTG553 International Marketing
» MNGT501 Research Methods in Management Studies
» 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 204 can be counted towards your qualification and subject.

**Notes:** 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).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 204 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy

Contact the Department's Graduate Convenor.

RESEARCH AND SUPERVISION INTERESTS

The following provides information about the supervisors who are qualified to supervise in the International Management subject area.

Associate Professor Michèle Akoorie's research interests are in the areas of foreign direct investment (FDI) and government policy, history of FDI in the New Zealand economy, clusters, industrial districts, SMEs, multinational enterprises and nation states, clusters and international competitiveness and the drivers of environmentalism in the New World wine industries.

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.

PAPER DETAILS

ECON200-12A (HAM), 12A (TGA), 12B (HAM), 12B (TGA), 12B (WIT), 12T (HAM)
Macroeconomics and the Global Economy (Points:20)

Please refer to Economics

FINA201-12A (HAM), 12S (HAM)
Finance (Points:20)

Please refer to Finance
### INTERNATIONAL MANAGEMENT

**TOMG202-12B (BLK), 12B (HAM)**  
**Managing Tourism Demand and Behaviour** *(Points: 20)*  
*Please refer to Tourism Management*

**MKTG209-12A (HAM), 12B (HAM), 12S (HAM)**  
**Principles of Marketing** *(Points: 20)*  
*Please refer to Marketing*

**MCOM231-12A (HAM)**  
**Interpersonal Communication** *(Points: 20)*  
*Please refer to Management Communication*

**ECON236-12B (HAM)**  
**Comparative Economics in Global Perspective** *(Points: 20)*  
*Please refer to Economics*

**MKTG251-12A (HAM), 12B (HAM)**  
**Marketing Strategy** *(Points: 20)*  
*Please refer to Marketing*

**ECON306-12A (HAM)**  
**International Trade and Finance** *(Points: 20)*  
*Please refer to Economics*

**TOST306-12A (HAM)**  
**Geographies of Tourism Planning and Development** *(Points: 20)*  
*Please refer to Faculty of Arts & Social Sciences or the University of Waikato Calendar*

**INMG311-12A (NET)**  
**The International Business Environment** *(Points: 20)*  
Effective organisations are those that ensure consistency between their external environments and internal operations (strategy, management). This paper examines the principal facets – economic, cultural, political, technological and competitive – of the contemporary international business environment.  
*Convenor: AProf Joanna Scott-Kennel  
Internal assessment/Exam ratio: 1:0  
Equivalents: STMG311*

**POLS314-12B (HAM)**  
**European Integration** *(Points: 20)*  
*Please refer to Faculty of Arts & Social Sciences or the University of Waikato Calendar*

**INMG315-12B (NET)**  
**Doing Business in BRICs (Brazil, Russia, India and China)** *(Points: 20)*  
This paper examines the opportunities and challenges of doing business in the newly emerging BRIC economies (Brazil, Russia, India and China).  
*Convenor: Dr Paresha Sinha  
Internal assessment/Exam ratio: 1:0  
Equivalents: STMG315*
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<td>ECON406-12A</td>
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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: AProf Joanna Scott-Kennel
Internal assessment/Exam ratio: 1:0

Note: Students may count only one integrative paper towards their BMS degree.
INMG499-12C (HAM), 12D (HAM), 12E (HAM), 12F (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 Handbook. Students should discuss a proposed topic with the department’s 499 co-ordinator.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and either INMG311, INMG412 or HRMG343
Restrictions: INMG599

INMG501-12S (NET)

E-Global Business: Strategic Marketing and Management (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: AProf Michèle Akoorie
Internal assessment/Exam ratio: 1:0

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

TOMG501-12A (HAM), 12A (NET)

International Tourism and Hospitality Marketing (Points: 30)

Please refer to Tourism Management

ACCT506-12A (HAM)

International Accounting (Points: 30)

Please refer to Accounting

TOMG507-12B (HAM)

Hotel and Resort Operations Management (Points: 30)

Please refer to Tourism Management

INMG511-12A (NET)

International Business Management (Points: 30)

This paper provides a critical assessment of significant contemporary international management issues. These include both functional and strategic aspects of doing business internationally. The contemporary focus means that decisions and strategies are firmly grounded in the current reality of the world economy. Key issues examined include: the standardization vs adaptation debate, critical factors governing international human resource management, implementation issues in international management, the internationalisation of management style, technology management and the use of collaboration.

Convenor: AProf Joanna Scott-Kennel
Internal assessment/Exam ratio: 1:0
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: Dr Paresha Sinha
Internal assessment/Exam ratio: 1:0

ECON531-12B (HAM)
International Trade: Theory and Policy Issues (Points:15)
Please refer to Economics

ACCT551-12A (HAM)
International Tax Strategies (Points:30)
Please refer to Accounting

MKTG553-12A (HAM)
International Marketing (Points:30)
Please refer to Marketing

MSYS555-12A (HAM)
E-Business Investigation (Points:30)
Please refer to Management Systems

STMG555-12B (HAM)
Foundations of Strategy and Organisation (Points:30)
Please refer to Strategic Management

MCOM576-12B (HAM)
Intercultural Communication (Points:30)
Please refer to Management Communication

MSYS576-12B (HAM)
21st Century Logistics (Points:30)
Please refer to Management Systems

MSYS577-12A (HAM)
E-Enabled Agile Supply Chains (Points:30)
Please refer to Management Systems

MCOM584-12A (HAM)
Global Sustainability Issues for Public Relations (Points:30)
Please refer to Management Communication

INMG588-12A (NET)
International Business Strategy (Points:30)
This paper focuses on the international business strategy of organisations, industries and counties. International business strategy at the level of the organisation identifies the differences between national and international competitors and the complex environment in which they operate.
The international strategy utilised by an industry identifies the forces that drive that industry, including competitive pressures and government policy.

**Convenor:** AProf Michèle Akoorie  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisites:** STMG311 or INMG311  
**Equivalent:** INMG512 and STMG588  
**Restriction:** STMG412 and INMG412

**Note:** Enrolment in this paper is limited to 30 students

**INMG591-12C (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**INMG592-12C (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**INMG593-12C (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**INMG594-12C (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0

**INMG599-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)**  
**Report of an Investigation (Points: 30)**  
A 599 Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS Honours Programme. A supervisor is appointed to oversee the research. Any research undertaken to fulfil the requirements for this course must have an academic content which is at least equivalent to that required for a Directed Research Project. The scope and the level of theoretical and methodological sophistication expected are much greater than that for a 499.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0
MANAGEMENT AND SUSTAINABILITY

INTERESTS
» Environmental Issues
» Natural Resource Management
» Environmental Research
» Environmental Policy Analysis

CAREERS
» Natural Resource Manager
» Environmental Policy Analyst
» Corporate Environmental Manager
» Government Environmental Manager

EMPLOYERS
» Private Firms and Government Organisations
» Conservation Organisations
» International Agencies
» Private Consultancy Firms

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

WHY CHOOSE MANAGEMENT AND SUSTAINABILITY?
In a world of scarce resources we need passionate managers with the skills to make a difference.

Management and Sustainability focuses on issues of environmental management, corporate social responsibility and the activities of firms, government organisations and non-government organisations.

You’ll gain knowledge necessary for management at the interface between organisations, the environment and society. This subject provides a sound basis for a career as an analyst or manager committed to a sustainable world.
### AVAILABLE PAPERS THIS YEAR FOR YOUR 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

**DAN MARSH**
Location: MSB.2.14
Phone: +64 7 838 4466 extn 4950
Email: dmarsh@waikato.ac.nz

**EVA COLLINS**
Location: MSB.4.39
Phone: +64 7 838 4466 extn 4083
Email: evacolln@waikato.ac.nz
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 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 219 can be counted towards your qualification and subject.

*Note:* 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.

You must follow an approved programme of study which includes at least 30 points from:

- ACCT507 Accounting for Sustainability and a Changing Environment
- ECON539 Environmental and Economic Resources
- ECON589 Directed Study
- MCOM584 Global Sustainability Issues for Public Relations
- STMG580 Strategies for Sustainability

And choose no more than 30 points from:

- ACCT541 Fraud Auditing
- DEV5502 Sustainable Resource Concepts
- ENV5521 Environmental Evaluation
- POLS537 Environmental Politics and Public Policy
- STMG580 Strategies for Sustainability
- TOMG502 Tourism Development and the Environment

*Notes:* 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:

- ACCT507 Accounting for Sustainability and a Changing Environment
- ECON539 Environmental and Economic Resources
- ECON589 Directed Study
- MCOM584 Global Sustainability Issues for Public Relations
- STMG580 Strategies for Sustainability

And choose no more than 60 points from:

- ACCT541 Fraud Auditing
- DEV502 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 219 can be counted towards your qualification and subject.

Notes: 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.
MANAGEMENT AND SUSTAINABILITY

**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).

To complete the specific requirements for the subject you must include at least 60 points from (see notes below):

» ACCT507 Accounting for Sustainability and a Changing Environment

» ECON539 Environmental and Economic Resources

» ECON589 Directed Study

» MCOM584 Global Sustainability Issues for Public Relations

» STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 219 can be counted towards your qualification and subject.

**Notes:** This requirement will be waived if this has been completed as part of a previous qualification. If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

Students interested in enrolling in a MPhil or PhD are invited to make contact in the first instance with the graduate convenor, Frank Scrimgeour, scrim@waikato.ac.nz The following list provides an indication of research expertise for staff who are qualified to supervise management and sustainability PhD study.

**Dr Eva Collins’** broad interests include strategic environmental management, business and government strategy and changes in organisational structure.

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

**Professor Juliet Roper’s** areas of interest are in communicating sustainability.

**Professor Ric Scarpa’s** research interests are environmental economics, natural resource economics, and economic modelling.

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

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Please refer to the respective course websites for further details.
**Management and Sustainability**

STMG580-12A (HAM)

**Strategies for Sustainability (Points: 30)**

Please refer to *Strategic Management*

MCOM584-12A (HAM)

**Global Sustainability Issues for Public Relations (Points: 30)**

Please refer to *Management Communication*

ECON589-12A (HAM), 12B (HAM), 12S (HAM)

**Directed Study (Points: 15)**

Please refer to *Economics*

MSUS591-12C (HAM)

**Management and Sustainability Dissertation (Points: 30)**

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

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Equivalents: ENVR591

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

MSUS592-12C (HAM)

**Management and Sustainability Dissertation (Points: 60)**

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

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Equivalents: ENVR592

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

MSUS593-12C (HAM)

**Management and Sustainability Thesis (Points: 90)**

An externally examined piece of written work that reports on the findings of supervised research.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

MSUS594-12C (HAM)

**Management and Sustainability Thesis (Points: 120)**

An externally examined piece of written work that reports on the findings of supervised research.

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Equivalents: ENVR594

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

INTERESTS

» Organisational Communication
» Interpersonal Relationships
» Communication and Leadership
» Business Speaking and Writing
» Consultation
» Managing Diversity
» Conflict Management and Negotiation

CAREERS

» Political/Community Leader
» Communication Consultant
» Professional Negotiator
» Management Trainer
» Professional Fundraiser
» Professional Freelance Writer

EMPLOYERS

» Consultancy Firms
» Communication Industries
» Government Organisations
» Private Sector or Not for Profit Organisations
» Large Companies

SCHOLARSHIPS

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

WHY CHOOSE MANAGEMENT COMMUNICATION?

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 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 communication 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 major graduates work as communication or corporate managers, negotiators, facilitators, consultants, researchers, public administrators, and political, community or business leaders.
# AVAILABLE PAPERS THIS YEAR FOR YOUR MAJOR OR SUBJECT

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# CONTACTS FOR MANAGEMENT COMMUNICATION

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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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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
» MCOM332/432 Professional and Public Relations Writing
» MCOM336/431 Negotiation and Persuasion
» MCOM338 Dialogue
» MCOM340 Communicating Social Change
» MCOM380 Special Topic
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM476 Communicating Across Cultures
» MCOM480 Special Topic:
» MCOM490 Directed Study

Paper offerings can change; those listed in the table on page 226 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: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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:

- 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
- MCOM576 Intercultural Communication
- 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 226 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:** You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
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 Dialogue
- 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 Knowledge Management in an Interconnected World
- HRMG341 Managerial Behaviour
- HRMG342 Human Resource Management
- STMG330 Management, Technology and Organisations
- HRMG402 Human Resource Management and Practice

Notes: MCOM399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations. You may not count any BCS compulsory paper towards your first major although MCOM220 can be counted towards this major if it is your second major subject.
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 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
- MCOM530 Communication Research Methods
- MCOM566 Special Topic
- MCOM582 Public Relations in the Culture Industries
- MCOM584 Global Sustainability Issues for Public Relations
- MCOM585 Corporate Public Relations
- MCOM587 Communication Internship
- MCOM590 Directed Study
- MCOM591 Dissertation (30 points)
- MNGT501 Research Methods in Management Studies

**Notes:** 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 on next page)

Paper offerings can change; those listed in the table on page 226 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: If you are taking management communication as a second major for the BECom then MSYS319 may be replaced with another subject paper.

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 226 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: 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.

Management Communication

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 Dialogue
» 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 226 can be counted towards your qualification and subject.

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

**Dispute Resolution**

To complete the requirements for the subject you must include:

- LAWS205 Foundations in Legal Studies
- LAWS306 Dispute Resolution
- MCOM331 Managing Conflict and Consensus

And choose at least 20 points from:

- LAWS449 Mediation: Law, Principles and Practice
- MCOM431 Negotiation and Persuasion

And choose no more than 40 points from:

- MCOM231 Interpersonal Communication
- HDCO340 Perspectives on Counselling
- LAWS405 The Treaty of Waitangi in Contemporary Aotearoa/New Zealand
- LAWS408 Family Law
- LAWS420 Employment Law
- LAWS434 Environmental Law
- LAWS489 Directed Study (module)
- LAWS490 Directed Study
- MCOM476 Intercultural Communication

**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.

**Notes:** 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
- MCOM530 Communication Research Methods
- MCOM566 Special Topic
- MCOM582 Public Relations in the Culture Industries
- MCOM584 Global Sustainability Issues for Public Relations
- MCOM585 Corporate Public Relations
- 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 226 can be counted towards your qualification and subject.

Notes: 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).
To complete the specific requirements for the subject you must include at least 60 points from (see notes below):

» MCOM501 Meaningful Work and Wellbeing (15 points)
» MCOM502 Managing Virtual Team Communication (15 points)
» MCOM503 Networking (15 points)
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication Best Practice
» MCOM506 Reputation Management
» MCOM507 Sport Communication
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Communication and Leadership

Paper offerings can change; those listed in the table on page 226 can be counted towards your qualification and subject.

**Notes:** This requirement will be waived if this has been completed as part of a previous qualification. If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

We are always pleased to consider applications for theses. Our current doctoral supervisors and their areas of interest are as follows:

**Dr Nittaya Campbell** researches in the areas of intercultural communication, business communication, and writing. In particular, she’s interested in issues involving international students, migrants and refugees, and workplace diversity; best practice in written communication in business and professional contexts; and the concept of "plain English" as a strategy for optimal audience-orientated communication.

**Adjunct Professor George Cheney** specialises in the area of organisational communication, having strong secondary interests in rhetorical and social criticism and critical discourse analysis. His research draws upon both social-scientific and humanistic traditions in an effort to understand better organisational experience and to enhance contemporary work life. His current research centres on such topics as organisational identity, employee participation and workplace democracy, patterns in corporate public discourse (especially public relations and marketing), and business ethics.

**Dr Cheryl Cockburn-Wootten** is interested in issues related to managerial identities, gender, professionalism and the processes of organising identities. Current research projects include: diversity and women; health professionals and public service identities.

**Dr Fabrice Desmarais’** main area of research is advertising and culture. His multidisciplinary advertising research connects with other areas and disciplines such as sport (endorsement and commentary), law (self regulation of advertising), tourism (advertising as tourism space). Current research focuses on advertising and sustainability.

**Dr Shiv Ganesh’s** research focuses on communication issues surrounding globalization particularly as they are evident in the context of information and communication technologies, non-government and non-profit organisations, global social movements, and gender and entrepreneurship. He has
conducted and published research on all these topics. His work is rooted in critical and qualitative traditions, and he has an emerging interest in multi-theoretical and multi-methodological approaches to research and problem-solving.

Dr Alison Henderson is interested in the organisational communication and public relations associated with controversial public issues and influences on public knowledge. She has a special interest in the social and cultural implications of emerging technologies, and has published on both industry and activist perspectives of genetic modification. Alison’s current research examines the positioning of nutrition, issues associated with what “counts” as healthy food, and the dialectic between high-tech “functional” foods and “natural” foods.

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 interests encompass organisational communication and interpersonal communication in the workplace, and her research focuses on elders in organisations as they engage in various stakeholder roles including members, investors, and workers.

Professor Ted Zorn studies organisational communication, with particular interests in organisational change related communication, implementation of new communication technologies, enhancing staff well-being, and interpersonal influence processes (eg leadership, consensus building, and communication skills/abilities).

PAPER DETAILS

MNGT100-12B (HAM)  
Management and Sustainability (Points:15)  
Please refer to Dean’s Office/Management

MCOM102-12A (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: Not available at time of printing

Internal assessment/Exam ratio: 2:1
MCOM103-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 2:1

MCOM104-12A (HAM), 12B (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.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Restrictions: ALED100

MCOM111-12A (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.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1

MCOM122-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Restrictions: TIKA121 and MMAC121

MCOM133-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisites: 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
MANAGEMENT COMMUNICATION

MCOM137-12A (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: Dr Fabrice Desmarais
Internal assessment/Exam ratio: 3:1
Restrictions: MCOM237

MCOM200-12A (HAM), 12B (HAM), 12S (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 12A (HAM) and 12B (HAM)
Convenor: Not available at time of printing

For Semester 12S (HAM)
Convenor: Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 7:3

MSYS212-12B (HAM)
Knowledge Management in an Interconnected World (Points: 20)
Please refer to Management Systems

MCOM220-12B (HAM)
Communication Theory and Research (Points: 20)
This paper explores a range of theories of communication and investigates the application of these theories to communication practice. Students will examine the many and varied ways of understanding the role of communication in the development of social, political, cultural and institutional identities and movements. The course will enable students to proceed into communication practice with a grounded contextual understanding of their roles and responsibilities as producers and users of communication, and as global citizens.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1

MCOM231-12A (HAM)
Interpersonal Communication (Points: 20)
This paper develops your understanding of the principles of interpersonal communication and teaches you skills to become a more effective communicator. Topics covered include verbal and nonverbal messages, perception and listening, identity, and emotion in communication. We explore the part that interpersonal communication plays in areas such as interpersonal influence, dealing with conflict, and forming and managing professional relationships.

Convenor: AProf Debashish Munshi
Internal assessment/Exam ratio: 2:1
MCOM238-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM239-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM339

HRMG241-12A (HAM), 12B (HAM)
Organisational Behaviour (Points: 20)
Please refer to Human Resource Management

MCOM292-12B (HAM)
Business Communication (Points: 20)
This paper focuses on the theory and practice of business communication. It is designed to improve students’ written and oral communication skills in the business context. Topics will include message organisation, proposal and report writing, employment communication, effective oral presentations, and communication in the technology age. Because practical communication skills are the core of the paper, a two-hour workshop each week provides the opportunity for students to practise the skills covered in the lectures.
Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 2:1

MSYS319-12C (NET)
Industry Experience 2 (Points: 20)
Please refer to Management Systems

MCOM330-12B (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: Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM430
MANAGEMENT COMMUNICATION

MCOM331-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM332-12A (HAM)
Professional and Public Relations Writing (Points: 20)
This paper is for those who wish to improve their practical writing skills or who intend to become communication professionals. You will focus on the practical writing and technical processes involved in planning, structuring, designing, writing, and editing a range of professional documents and learn to apply some of the theories underlying persuasive writing. You will produce a portfolio of professional documents for one or more fictional organisations, similar to documents you are likely to produce in the course of your professional communication career. Examples of the types of writing covered in the paper are annual reports, newsletters, brochures, instructions, and articles.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM292 is recommended
Restrictions: MCOM432

MCOM336-12B (HAM)
Negotiation and Persuasion (Points: 20)
The theory and practice of persuasion and negotiation in a range of professional contexts.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM431

MCOM338-12B (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 among a range of stakeholders; for example, health providers, government, community and not-for-profit organisations, and patients.

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

MCOM339-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM239

www.management.ac.nz
MCOM340-12A (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:* Dr Alison Henderson  
*Internal assessment/Exam ratio:* 1:0

HRMG341-12A (HAM)

**Managerial Behaviour (Points:20)**

Please refer to *Human Resource Management*

HRMG342-12A (HAM), 12B (HAM), 12B (TGA)

**Human Resource Management (Points:20)**

Please refer to *Human Resource Management*

MCOM380-12S (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:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0

MCOM387-12A (HAM), 12B (HAM), 12C (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:* Dr Margalit Toledano  
*Prerequisites:* All compulsory 200 level papers required for the BCS or BMS major in Management Communication or Public Relations, and at least one 300 level Management Communication or Public Relations major paper, with a minimum A grade average, and the approval of a learning agreement form by the Internship Co-ordinator.

MCOM390-12A (HAM), 12B (HAM), 12Y (HAM)

**Directed Study (Points:20)**

This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

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

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

MCOM392-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM399-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: Either MCOM398 or a grade of B+ or higher in MCOM392
Restrictions: MKTG399

Note: This paper is only available for BCS students taking two majors from the following list; Management Communication, Marketing, and Public Relations.

HRMG402-12B (HAM)
Human Resource Management and Practice (Points: 20)

Please refer to Human Resource Management

MCOM430-12B (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.

For Semester 12B (HAM)

Convenor: Dr Cheryl Cockburn-Wootten

For Semester 12S (HAM) and 12S (TGA)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM330
MANAGEMENT COMMUNICATION

MCOM431-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM336

MCOM432-12A (HAM)
Professional and Public Relations Writing (Points: 20)
This paper is for those who wish to improve their practical writing skills or who intend to become communication professionals. You will focus on the practical writing and technical processes involved in planning, structuring, designing, writing, and editing a range of professional documents and learn to apply some of the theories underlying persuasive writing. You will produce a portfolio of professional documents for one or more fictional organisations, similar to documents you are likely to produce in the course of your professional communication career. Examples of the types of writing covered in the paper are annual reports, newsletters, brochures, instructions, and articles.

Convenor: Dr Nittaya Campbell
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM292 is recommended
Restrictions: MCOM332

MCOM476-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM480-12S (HAM)
Special Topic (Points: 20)

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

MCOM490-12A (HAM), 12B (HAM), 12Y (HAM)
Directed Study (Points: 20)
This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

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

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

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

MCOM499-12C (HAM), 12D (HAM), 12E (HAM), 12F (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 12C (HAM)
Convenor: Dr Fabrice Desmarais

For Semester 12D (HAM) and 12E (HAM) and 12F (HAM)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study
Restrictions: MCOM599

MCOM501-12A (HAM)

Meaningful Work and Wellbeing (Points:15)

This paper explores the meanings we attach to work, how ‘meaningful’ work contributes to personal and social wellbeing, and how changes in organisations can either contribute to or detract from people’s sense of meaningfulness and life satisfaction.

Convenor: Prof Ted Zorn
Internal assessment/Exam ratio: 1:0

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points:30)

Please refer to Dean’s Office/Management

MCOM505-12S (HAM)

Internal Communication: Best Practice (Points:15)

This paper focuses on communication in organisational settings and how it influences outcomes such as employee engagement, commitment, and identification.

Convenor: Dr Cheryl Cockburn-Wootten
Internal assessment/Exam ratio: 1:0
Prerequisites: Undergraduate degree

MCOM506-12B (HAM)

Reputation Management (Points:15)

Reputation management is a core principle of public relations which is integral to both interpersonal and organisational communication. As a specialist subject within public relations, this paper will extend students’ understanding of reputation, image and impression management. It will also provide students with skills to undertake issues and crisis management.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: Undergraduate degree
The objective of this paper is to examine the various communication and promotional activities within the distinctive realm of sport. It will review theories and research in advertising, branding and public relations in relation to sport with a view to developing students' practical and critical understanding of these areas.

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

This paper aims to improve students’ understanding of intercultural issues in management communication. It will weave together theories in intercultural communication and diversity management. Designed to facilitate a collaborative learning experience of a range of concepts and skills required for effective intercultural communication, the paper will rely not only on a recommended set of readings but also on films, case studies, seminars, and group discussions.

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

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

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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
MCOM584-12A (HAM)

Global Sustainability Issues for Public Relations (Points: 30)

Individuals and organisations operate in contexts that are increasingly complex and uncertain. They face issues that are global in nature and which threaten long term sustainability. To successfully meet fast changing futures, contexts and stakeholders must be addressed. New styles of leadership and management are thus required, across all sectors. 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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM585-12B (HAM)

Corporate Public Relations (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MCOM587-12A (HAM), 12B (HAM), 12C (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: Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Prerequisites: A minimum B+ grade average and the approval of a learning agreement form by the Internship Co-ordinator.

MCOM589-12A (HAM), 12B (HAM), 12S (HAM)

Directed Study (Points: 15)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: Students are required to identify a topic, arrange a supervisor before enrolling in this paper.
**DIRECTED STUDY (Points: 30)**

This paper involves supervised study of a topic in management communication. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

**Convenor:** Not available at time of printing

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

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

**MANAGEMENT COMMUNICATION DISSERTATION (Points: 30)**

This paper, like the two-paper dissertation, thesis and advanced report of an investigation, gives students an opportunity to carry out research or further study in a specialised interest area. Often the topic chosen will be one that the student has already become familiar with in a Level 500 paper and wishes to continue to study, or research in greater depth. Students considering an advanced research paper should plan and get approval for their topic before enrolment, so that work can begin immediately the semester begins.

**Convenor:** Not available at time of printing

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

**Prerequisites:** MCOM530

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

**MANAGEMENT COMMUNICATION 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:** Not available at time of printing

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

**Prerequisites:** MCOM530

*Note:* The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
MCOM593-12C (HAM)
Management Communication Thesis (Points: 90)
This paper, like the dissertation, gives students an opportunity to carry out research or further study in a specialised interest area. Often, the topic chosen will be one that the student has become familiar with in a Part 5 course, and wishes to study in greater depth. This is a substantial research project, requiring extensive literature review as well as primary research.
Students considering an advanced research paper should plan and get approval for their topic before enrolment, so that work can begin immediately the semester begins.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM530
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MCOM594-12C (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MCOM530
Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.

MCOM599-12C (HAM), 12D (HAM), 12E (HAM), 12F (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study
Restrictions: MCOM499
MANAGEMENT SYSTEMS

INTERESTS

» Electronic Business
» Supply Chain Management
» Decision Making
» Electronic Commerce
» Information Technology
» Project Management

CAREERS

» Business Analyst
» Supply Chain Manager
» Operations Manager
» Electronic Commerce Consultant
» Information Technology Consultant
» Systems Developer
» Project Manager

EMPLOYERS

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

SCHOLARSHIPS AND PRIZES

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

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 strong information channels that deliver the data necessary for decision-making and through fluid supply-chains that ensure well-connected and efficient flows of materials. Information and web-based technologies make it all happen.

As a 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 SUBJECT

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<th>Level</th>
<th>Paper Code</th>
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CONTACTS FOR MANAGEMENT SYSTEMS

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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.

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.

Notes: 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 250 can be counted towards your qualification and subject.

**Notes:** 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.

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**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).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 250 can be counted towards your qualification and subject.

**Notes:** 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.

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**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

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**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 Paul Childerhouse. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Paul.

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.

**Associate Professor Paul Childerhouse**'s main research interests are supply chain management and logistics management. He has undertaken research in the automotive, aerospace and construction sectors to investigate how supply chains can become fully integrated and market-orientated. He has a preference for case-based research but is well versed in a variety of research methods.
Professor Jim Corner has specialised in the area of decision making with a specific emphasis on multi-attribute/multi-objective decision making, decision analysis, 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 organisation, 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**

**MSYS111-12A (HAM), 12A (TGA), 12A (WIT), 12B (HAM), 12B (TGA)**

**Integrated Thinking: E-Business and Supply Chain Management (Points: 15)**

E-Business systems are made up of information technologies, organisations and people. This paper integrates these together with supply chain management, a holistic management approach for business effectiveness.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Note:** For this paper, (TGA), (WIT) offerings, are only available for students studying at the relevant polytechnic or institute of technology.

**MSYS121-12B (HAM), 12S (NET)**

**The World of Electronic Commerce (Points: 15)**

Electronic commerce involves the exchange of products, services and information using the internet and other digital technologies. This paper provides an introduction to electronic commerce from both management and technical perspectives with a particular emphasis on web 2.0 technologies.

**Notes:** The NET paper offerings are taught fully online. There are no physical lectures or computer workshops to attend. If you don’t have access to the Waikato Management School labs, you will need a computer with a Broadband connection, a web browser and the ability to download and install (free) software.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Restrictions:** MSYS221

www.management.ac.nz
MSYS212-12B (HAM)
Knowledge Management in an Interconnected World (Points: 20)

Learning to manage both personal and organisational knowledge is critical for operating in a web-connected world. This paper discusses current and future related issues in order to prepare students for a life in a world that is changing around us. Lectures are complemented by practical, lab-based activities.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent

MSYS219-12C (NET)
Industry Experience 1 (Points: 20)

This paper links the practical experience of an industry placement with reflection on the issues facing users of these technologies. The student may be based in the host organisation during the paper, undertaking tasks and duties assigned by that organisation. The period in the host organisation may range from four weeks to 13 weeks. Some students will negotiate salary and other compensation during their time in the host organisation, while others may not. Host organisations may be in New Zealand or overseas. As well as the duties assigned by the host organisation, the student will be required to participate weekly in an electronic discussion with other students in the class, and complete a reflective report at the end of the employment period on a set of research topics approved by the paper convenor.

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

MSYS221-12B (HAM), 12S (NET)
Electronic Commerce Overview (Points: 20)

This paper introduces the key concepts associated with the ever-evolving field of electronic commerce. 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 2.0 technologies.

Notes: The NET paper offerings are taught fully online. There are no physical lectures or computer workshops to attend. If you don’t have access to the Waikato Management School labs, you will need a computer with a Broadband connection, a web browser and the ability to download and install (free) software.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS121

MSYS277-12A (HAM)
Supply Chain Integration (Points: 20)

The fundamental concept of supply chain integration is fully explored and details how this holistic approach leads to an efficient supply chain that effectively delivers superior customer service. Particular emphasis is placed on building collaborative relationships and achieving this supply chain excellence in New Zealand.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
MSYS319-12C (NET)
Industry Experience 2 (Points: 20)
This paper links the practical experience of an industry placement with reflection on the issues facing users of these technologies. The student may be based in the host organisation during the paper, undertaking tasks and duties assigned by that organisation. The period in the host organisation may range from four weeks to 13 weeks. Some students will negotiate salary and other compensation during their time in the host organisation, while others may not. Host organisations may be in New Zealand or overseas. As well as the duties assigned by the host organisation, the student will be required to complete a reflective report at the end of the employment period on a set of research topics approved by the paper convenor.

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

MSYS335-12A (HAM)
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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS435

MSYS351-12A (HAM)
E-Business: IT Strategy in Action (Points: 20)
This paper focuses on the use and management of information technology to deliver business value. This paper focuses on information technology management issues rather than technical issues. Information technology is at the centre of almost every business interaction, process and decision, and this paper has been designed to assist future managers in becoming knowledgeable participants in information technology use and management.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Restrictions: MSYS451

Note: The Gallagher Group Prize in Management Information Systems is awarded to the top student of the year in this paper.

MSYS355-12B (HAM)
E-Business Process Redesign (Points: 20)
While Business Process Change (BPC) has always had the potential to transform corporate performance, via redesign of the enterprise process, a new urgency for a different form of BPC has been ignited by e-business. This paper focuses on the successful implementation of BPC methods within an e-business environment. Students are involved in a major group-based case to diagnose and redesign process that meet the changing needs of a real organisation.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS455
MSYS358-12B (HAM)

**E-Business Implementation** *(Points: 20)*

Many organisations buy and customise software rather than build it from scratch these days, and hence, the importance of managing such software projects is rapidly increasing. ERP, CRM, and SCM systems are good examples of such systems. Information systems projects involving such software usually bring huge changes to business processes and organisational structure where careful management of the changes is critical to the success of the expensive projects. This paper deals with broad issues of managing such software projects with cases, methods, theories, and some hands-on practicals. The practicals do not require programming language skills. A large portion of the paper is about ERP systems, whose popularity is growing rapidly in industry worldwide.

*Convenor:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisites:* MSYS111 or equivalent  
*Restrictions:* MSYS458

MSYS365-12B (HAM)

**Business Analysis and Consultancy** *(Points: 20)*

This course provides exposure and skill building opportunities to the many facets and issues of business analysis and consultancy. Lectures and in-class discussion will build awareness of the analysis techniques and approaches to consulting needed in a graduate entering this prestigious professional field. The course will be of value to those with a specific interest in developing a career in management consulting, either as an internal consultant in a large organisation, or as a professional employee of a specialised consulting organisation.

*Convenor:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisites:* MSYS111 or equivalent  
*Restrictions:* MSYS465

MSYS366-12A (HAM)

**Project Management** *(Points: 20)*

This paper introduces project management through a practical orientation. Topics covered include: the selection, management, organisation, planning, budgeting, scheduling, monitoring, control, auditing and termination of projects. It is student learning-based.

*Convenor:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisites:* MSYS111 or equivalent  
*Restrictions:* MSYS466

MSYS376-12B (HAM)

**Operations Management** *(Points: 20)*

This paper addresses the operations of manufacturing and service organisations from a strategic and operational perspective. How can waiting lines be reduced or move faster? How should hotels or airlines price so as to 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:* Not available at time of printing  
*Internal assessment/Exam ratio:* 1:0  
*Prerequisites:* MSYS111 or equivalent  
*Restrictions:* MSYS476

**Note:** The Gallagher Group Prize in Operations Management is awarded to the top student of the year in this paper.
Supply Chain Management (Points: 20)

Every company is a part of multiple supply chains for producing products and services and thereby satisfying customer needs. Operating the supply chain successfully is an important activity of every business entity. Supply chain management is defined as the management of material and information flows up and down the supply chain as well as the management of cooperation among the different partners in the supply chains. The paper introduces basic concepts of supply chain management. Instruction will be carried out through lectures, tutorials, and assignments. In-class discussions are strongly encouraged.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS477

Note: The Gallagher Group Prize in Supply Chain Management is awarded to the top student of the year in this paper.

Directed Study (Points: 20)

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

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

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

Advanced 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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS335

Advanced E-Business: IT Strategy in Action (Points: 20)

This paper is an advanced version of MSYS351. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS351

Advanced E-Business Process Redesign (Points: 20)

This paper is an advanced version of MSYS355. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS355
MSYS458-12B (HAM)
Advanced E-Business Implementation (Points: 20)
This paper is an advanced version of MSYS358. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS358

MSYS465-12B (HAM)
Advanced Business Analysis and Consultancy (Points: 20)
This paper is an advanced version of MSYS365. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS365

MSYS466-12A (HAM)
Advanced Project Management (Points: 20)
This paper is an advanced version of MSYS366. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS366

MSYS476-12B (HAM)
Advanced Operations Management (Points: 20)
This paper is an advanced version of MSYS376. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS376

MSYS477-12A (HAM)
Advanced Supply Chain Management (Points: 20)
This paper is an advanced version of MSYS377. It includes additional content and assessment.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS111 or equivalent
Restrictions: MSYS377

MSYS490-12A (HAM), 12B (HAM), 12C (HAM)
Directed Study (Points: 20)
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

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

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
MSYS499-12C (HAM), 12F (HAM), 12G (HAM), 12H (HAM), 12I (HAM), 12J (HAM), 12K (HAM), 12L (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 Chairperson of the Department.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and at least 40 points at 300 level in the area of study
Restrictions: MSYS599

MSYS555-12A (HAM), 12B (HAM), 12S (HAM)

Research Methods in Management Studies (Points: 30)

Please refer to Dean’s Office/Management

MSYS555-12A (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.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS351 or equivalent

MSYS558-12B (HAM)

Contemporary Issues in E-Business (Points: 30)

As new electronic technologies emerge, businesses are faced with many challenges about how best to 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. Students will have an opportunity to investigate related issues of personal interest.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS351/MSYS451 or equivalent
MSYS561-12B (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

MSYS576-12B (HAM)
21st Century Logistics (Points: 30)
In today's competitive supply chain management environment, excellent and sustainable management of an organisation's operations resources is vital. This course is concerned with making the procurement, operations and customer-facing activities effective so that the supply chain functions can enable the organisation to be competitive. This paper is a treatment, at an advanced level, of a selection of topics in supply chain management such as service operations management, transportation, distribution, logistics, supply chain integration, theory of constraints, supply chain strategy, and sustainability. The learning processes will involve: lectures, discussions, assignments, and independent study.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS376 or MSYS377 or equivalent
Note: The Gallagher Group Prize in Advanced Supply Chain Management is awarded to the top student of the year in this paper.

MSYS577-12A (HAM)
E-Enabled Agile Supply Chains (Points: 30)
Agility is at the cutting edge of supply chain management and is a leading strategy to compete in today's highly volatile global marketplace. Agility in a supply chain context will be fully explored. This paper will also examine how e-commerce and advanced information systems enable increased supply chain competitiveness. The approaches to configuring supply chains to offer high degrees of customisation will be reviewed in line with the need to align strategy with market segment.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: One of MSYS376, MSYS377, MSYS455, MSYS477 or MSYS576, or equivalent

MSYS590-12A (HAM), 12B (HAM), 12C (HAM)
Directed Study (Points: 30)
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
MSYS591-12C (HAM)
Management Systems Dissertation (Points: 30)
A report on the findings of a theoretical or empirical investigation.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS551 or equivalent

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

MSYS592-12C (HAM)
Management Systems Dissertation (Points: 60)
A report on the findings of a theoretical or empirical investigation.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS551 or equivalent

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

MSYS593-12C (HAM)
Management Systems Thesis (Points: 90)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS551 or equivalent

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

MSYS594-12C (HAM)
Management Systems Thesis (Points: 120)
An externally examined piece of written work that reports on the findings of supervised research.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MSYS551 or equivalent

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

MSYS599-12C (HAM), 12F (HAM), 12G (HAM), 12H (HAM), 12I (HAM), 12J (HAM), 12K (HAM), 12L (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers
Restrictions: MSYS499

www.management.ac.nz
WHY CHOOSE MARKETING?

Marketing is all around us – in the television adverts we watch, on the websites we access, in the stores where we shop, in the brands we buy, the products we choose and so much more.

This subject introduces students to the many dimensions of marketing and demonstrates why it is much more than just selling or advertising. You’ll investigate product and service development and management, pricing, market research, advertising, sales promotion, distribution and other related areas.

Studying Marketing at Waikato Management School will give you the skills to develop innovative brands, to find out what drives customer behaviour, and to design effective promotions and advertising.

Marketing is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a Bachelor degree that lists Marketing as an available subject you may still take it as a second major; the requirements for this can be found overleaf under the section Second Major for other degrees.
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</table>
CONTACTS FOR MARKETING

Undergraduate Convenor

RON GARLAND – UNDERGRADUATE AND BCS MARKETING MAJOR ADVISOR
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Phone: +64 7 838 4466 extn 7963
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Graduate Convenors

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LORRAINE FRIEND – MMS ADVISOR
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Phone: +64 7 838 4466 extn 8982
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RICHARD VAREY – PHD ADVISOR
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Phone: +64 7 838 4466 extn 4617
Email: rvarey@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 Market Research

Paper offerings can change; those listed in the table on page 262 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.

Notes: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. 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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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 Market 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 262 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.

**Notes:** You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. 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 Market Research
- MSYS319 Industry Experience 2 (see note below)
- STMG346 Strategy and the Internet

Paper offerings can change; those listed in the table on page 262 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:** If you are taking marketing as a second major for the BECom then MSYS319 may be replaced with another subject paper.

**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 Market Research

And choose 40 points from:

- MKTG353 International Marketing
- MKTG354/454 Marketing of Services

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» MKTG356 Sport Marketing
» MKTG357 Retail Management
» MKTG372 Creativity and Innovation
» MKTG399 Marketing Communication Investigation (see notes below)
» MKTG451 Applied Marketing Strategy
» MKTG452 Advertising and Promotional Strategy
» MKTG458 Relationship Marketing
» MKTG459 Professional Selling
» MKTG471 Strategic Brand Management

Paper offerings can change; those listed in the table on page 262 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.

Notes: You may not count any BCS compulsory paper towards your first major although MCOM220 can be counted towards this major if it is your second major subject. MKTG399 is only available if you are undertaking two of the following majors: Management Communication, Marketing, or Public Relations.

Bachelor of Communication Studies with Honours (BCS(Hons))

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:

» MKTG507 The Research Process: Marketing
» MKTG551 Developments in Marketing Strategy
» MKTG552 Advanced Advertising Strategy
» MKTG553 International Marketing
» MKTG554 Services Marketing
» MKTG555 Consumer Behaviour
» MKTG556 Marketing Through the Sports Media
» MKTG557 Society and Marketing
» MNGT501 Research Methods in Management Studies

Notes: 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 262 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:* You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

**Graduate Diploma (GradDip)**

**Marketing (GradDip(Mrkt))**

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
- MKTG351 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 262 can be counted towards your qualification and subject.

*Note:* 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.

**Notes:** 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 262 can be counted towards your qualification and subject.

**Notes:** 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).

There are no compulsory subject paper requirements for this qualification.

Paper offerings can change; those listed in the table on page 262 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy

Contact the Department's Graduate Convenor.

RESEARCH AND SUPERVISION INTERESTS

The following list contains information about the Department of Marketing faculty who are qualified to supervise in the Marketing subject area.

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 interests 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.

Associate Professor Lorraine Friend’s research examines consumption experiences by looking at emotions, happiness and respect in both consumer and employee experiences. Lorraine is particularly interested in men's and women's unique consumption experiences and implications for the ‘self’. Methodologically, she draws on interpretive, critical and post-modern perspectives and has helped to develop a narrative research method called Memory-Work. Currently, Associate Professor Friend is exploring visual narrative methods to unpack and theorise consumption.
Associate Professor Ron Garland’s recent past has been rooted in the services marketing domain. Chain-link frameworks in retail banking, customer defection and service recovery are current interests while his recent research in sport management and sport marketing focuses on celebrity endorsement, workplace health, and fitness programmes. Its impact has led to several invitations, and subsequent contributions to sport marketing education via chapters in international sport marketing and sport management texts. Associate Professor Garland’s other major research theme is strategic marketing and marketing planning.

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.

Associate Professor Scott Koslow’s research focuses on how advertising is created by agencies and clients, and how advertising is interpreted and understood by consumers. Therefore, his research covers areas such as creativity, brand management, consumer information processing, and advertising effectiveness. Dr Koslow draws on psychological, sociological, and linguistic theory in developing his research. Dr Koslow also has a strong marketing research methods background and he comes from the measurement/psychometrics approach to statistics.

Dr Valentyna Melnyk’s research interests are in two main areas. The first one is in 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 (eg 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 and 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.

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MARKETING

PAPER DETAILS

MKTG151-12A (HAM), 12B (HAM), 12S (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.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restrictions: MKTG209
Notes: The Westpac Prize in Marketing and International Management is awarded to the top student of the year in this paper. Enrolment in the summer school offering of MKTG151 is limited to 40 students.

MKTG209-12A (HAM), 12B (HAM), 12S (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.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Restrictions: MKTG151
Note: This paper is not available to students enrolled in the BMS or BECom degrees.

MKTG251-12A (HAM), 12B (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 ongoing process of marketing planning, performance measurement and control. Extensive use is made of case studies.
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: MKTG151 or MKTG209
Restrictions: MKTG351

MKTG255-12A (HAM), 12A (TGA)
Consumer Behaviour (Points:20)

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisites: MKTG151 or MKTG209
Restrictions: MKTG355

MSYS319-12C (NET)
Industry Experience 2 (Points:20)
Please refer to Management Systems

www.management.ac.nz
MARKETING

MKTG352-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 3:2
Prerequisites: MKTG151 or MKTG209

MKTG353-12B (HAM), 12B (TGA)
International Marketing (Points: 20)
The unique characteristics of the international environment present a challenge to the marketer’s skills. This paper examines a wide range of issues facing organisations involved in international marketing activities.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:1
Prerequisites: MKTG151 or MKTG209 or with approval of the Chairperson of Department
Restrictions: AGRI303 and MKTG453

MKTG354-12B (HAM), 12B (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: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisites: MKTG151 or MKTG209
Restrictions: MKTG454

MKTG355-12A (HAM), 12A (TGA)
Consumer Behaviour (Points: 20)
This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisites: MKTG151 or MKTG209
Restrictions: MKTG255 and MKTG455

MKTG356-12A (HAM), 12A (TGA)
Sport Marketing (Points: 20)
A study of marketing elements as they apply to the marketing of sport.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 2:1
Prerequisites: MKTG151 or MKTG209 or SPLS201
Restrictions: MKTG474

www.management.ac.nz
**MKTG358-12B (HAM)**

**Relationship Marketing (Points: 20)**

This paper introduces principles and practices of relationship marketing and critical insights into issues in managing customer relationships.

*Convenor: Not available at time of printing*
*Internal assessment/Exam ratio: 1:0*
*Prerequisites: MKTG151 or MKTG209*
*Restrictions: MKTG458*

**MKTG359-12B (HAM), 12B (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: Not available at time of printing*
*Internal assessment/Exam ratio: 1:1*
*Prerequisites: MKTG251 or MKTG351*
*Restrictions: MKTG459*

**MKTG371-12B (HAM), 12B (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: Not available at time of printing*
*Internal assessment/Exam ratio: 1:0*
*Prerequisites: MKTG251 or MKTG351*
*Restrictions: MKTG471*

**MKTG390-12S (HAM)**

**Directed Study (Points: 20)**

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

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

**MKTG399-12B (HAM)**

**Marketing Communication Investigation (Points: 20)**

A directed investigation of an organisation's marketing communication issue. This paper is only available to BCS students taking a double major combining Marketing with either the Management Communication or Public Relations major.

*Convenor: Not available at time of printing*
*Internal assessment/Exam ratio: 1:0*
*Prerequisites: MCOM398 or MKTG352*
*Restrictions: MCOM399*
*Note: This paper is only available to BCS students taking a Marketing major and a second major in either Management Communication or Public Relations.*
MKTG451-12B (HAM)

**Applied Marketing Strategy (Points: 20)**

This paper focuses on the development and application of strategic marketing concepts. Students examine marketing mistakes and participate in an advanced strategy exercise, which develops the skills necessary to become a successful marketer.

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

MKTG453-12B (HAM), 12B (TGA)

**International Marketing (Points: 20)**

The unique characteristics of the international environment present a challenge to the marketer's skills. This paper examines a wide range of issues facing organisations involved in international marketing activities.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 2:1

MKTG454-12B (HAM), 12B (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 2:1  
**Prerequisites:** MKTG251 or MKTG351  
**Restrictions:** MKTG354

MKTG458-12B (HAM)

**Relationship Marketing (Points: 20)**

This paper introduces principles and practices of relationship marketing and critical insights into issues in managing customer relationships.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisites:** MKTG151 or MKTG209

MKTG459-12B (HAM), 12B (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:1  
**Prerequisites:** MKTG251 or MKTG351  
**Restrictions:** MKTG359
MKTG471-12B (HAM), 12B (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:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisites:** MKTG251 or MKTG351  
**Restrictions:** MKTG371

MKTG474-12A (HAM), 12A (TGA)
**Sport Marketing** *(Points: 20)*

A study of marketing elements as they apply to the marketing of sport.

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 2:1  
**Prerequisites:** MKTG251 or SPLS201  
**Restrictions:** MKTG356

MKTG490-12S (HAM)
**Directed Study** *(Points: 20)*

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

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

MKTG499-12C (HAM), 12C (TGA), 12M (HAM), 12M (TGA), 12N (TGA), 12N (HAM), 12O (HAM), 12O (TGA), 12P (HAM), 12P (TGA)
**Report of an Investigation** *(Points: 20)*

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

**Convenor:** Not available at time of printing  
**Internal assessment/Exam ratio:** 1:0  
**Prerequisites:** MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers  
**Restrictions:** MKTG599

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)
**Research Methods in Management Studies** *(Points: 30)*

Please refer to Dean’s Office/Management
MARKETING

MKTG551-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG552-12B (HAM)
Advanced Advertising Strategy (Points: 30)

This advanced level paper seeks to deepen students’ knowledge of how advertising and promotions work or don’t work, as the case may be. The paper investigates managerially relevant topics using current theoretical approaches to promotion. The paper’s approach is to start with persuasion and consumer decision making theory and move towards a practical understanding of how promotion influences consumers and purchasing behaviour.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG553-12A (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG554-12B (HAM)
Service Marketing (Points: 30)

Examines the theoretical underpinnings and practical applications of selected services marketing topics. Through theoretical analysis, examines the complexity and difficulties in creating, managing, and evaluating services.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department
MKTG555-12B (HAM)
**Consumer Behaviour (Points:30)**
This advanced level paper uses a student-centred seminar format to explore characteristics of consumers' decision making, owning, and consuming behaviour. Students study a wide range of both current and classic developments in the consumer behaviour literature. Choosing a few topics to study closely allows students to critically evaluate and extend ideas in the literature and to draw implications for consumers, policy makers, and marketers.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:0
**Prerequisites:** 60 points in Marketing papers, including at least 40 points at 300 level or above, or at the discretion of the Chairperson of Department

MKTG557-12T (HAM)
**Society and Marketing (Points:30)**
Society and Marketing examines marketing as a social process, and its social implications from the standpoint of selected contemporary social/societal issues, using an ethnographic research process.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:0
**Note:** Enrolment in this paper is limited to 20 students

MKTG558-12C (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, judging creativity.

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

MKTG590-12S (HAM)
**Directed Study (Points:30)**
This paper is available only to Waikato Management School students with the approval of the Chairperson of the Department. This paper involves supervised study of a topic. Typically, the directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

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

MKTG591-12C (HAM)
**Marketing Dissertation (Points:30)**
This paper gives students an opportunity to carry out research or further study in a specialised interest area. Please refer to the Department’s Graduate Convenor if you are interested in taking this paper.

**Convenor:** Not available at time of printing
**Internal assessment/Exam ratio:** 1:0
**Note:** The Guideline for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
MKTG592-12C (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

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

MKTG593-12C (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

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

MKTG594-12C (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: Not available at time of printing
Internal assessment/Exam ratio: 1:0

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

MKTG599-12C (HAM), 12M (HAM), 12N (HAM), 12O (HAM), 12P (HAM)
Report of an Investigation (Points: 30)
A 599 Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS Honours Programme. A supervisor is appointed to oversee the research. Any research undertaken to fulfil the requirements for this course must have an academic content which is at least equivalent to that required for a Directed Research Project. The scope and the level of theoretical and methodological sophistication expected are much greater than that for a 499.

Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: MKTG251, MKTG352, MKTG355, a further 20 points at 300 level or above in Marketing, and all 100, 200 and 300 level BMS compulsory papers
Restrictions: MKTG499
PUBLIC RELATIONS

INTERESTS

» Corporate Communication
» Organisational Communication
» Advertising and Promotional Activity
» Public Affairs
» Media and News Communication

CAREERS

» Public Relations Consultant
» Internal Communication Manager
» Media Adviser
» Public Affairs Manager
» Event Manager
» Professional Fundraiser

EMPLOYERS

» Public Relations Firms
» Public Affairs Agencies
» Corporations and Small Businesses
» Not-for-Profit Organisations
» Government

SCHOLARSHIPS

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

WHY CHOOSE PUBLIC RELATIONS?

Public Relations is the business of relationships; it involves two-way communication between an organisation and the groups and 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 and details of the requirements for these can be found overleaf. If you are not enrolled in a bachelors degree that list Public Relations as an available subject you may still take it as a second major; the requirements for this can be found overleaf under the section Second Major for other degrees.
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CONTACTS FOR PUBLIC RELATIONS

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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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 Dialogue
» 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 278 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: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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
» MCOM585 Corporate Public Relations

And choose 30 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
» MCOM530 Communication Research Methods
» MCOM566 Special Topic

www.management.ac.nz
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 278 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:** You may not count any BMS or BMS (Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major 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 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 Dialogue
- 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

**Notes:** You may not count any BCS compulsory paper towards your first major although MCOM220 can be counted towards this major if it is your second major subject. 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 Corporate Public Relations

And choose at least 30 points from:

» MCOM582 Public Relations in the Culture Industries
» MCOM584 Global Sustainability Issues for Public Relations

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
» MCOM530 Communication Research Methods
» 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

Notes: 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 278 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: If you are taking Public Relations as a second major for the BECom then MSYS319 may be replaced with another subject paper.
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 278 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: 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 Events and Communication Management
» MCOM334/434 Public Relations Cases
» MCOM336/431 Negotiation and Persuasion
» MCOM337 Advertising, Branding and Identity Online
» MCOM338 Dialogue
» MCOM339 Events and Communication Management
» 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 278 can be counted towards your qualification and subject.

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

**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.

*Notes:* 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 Corporate Public Relations

And choose at least 30 points from:

- MCOM582 Public Relations in the Culture Industries
- MCOM584 Global Sustainability Issues for Public Relations

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
- MCOM530 Communication Research Methods
- 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 278 can be counted towards your qualification and subject.

*Notes:* 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).

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

» MCOM585 Corporate Public Relations

And choose at least 30 points from (unless passed previously):

» MCOM582 Public Relations in the Culture Industries

» MCOM584 Global Sustainability Issues for Public Relations

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

» MCOM530 Communication Research Methods

» 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

» MNGT501 Research Methods in Management Studies

Paper offerings can change; those listed in the table on page 278 can be counted towards your qualification and subject.

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

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.
We are always pleased to consider applications for theses. Our current doctoral supervisors 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), tourism (advertising as tourism space). Current research focuses on advertising and sustainability.

**Dr Alison Henderson** is interested in the organisational communication and public relations associated with controversial public issues and influences on public knowledge. She has a special interest in the social and cultural implications of emerging technologies, including both new ‘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 NZ’s sustainability positioning; an international collaboration on transparency in sustainability reporting; and a longitudinal study of NZ 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 has a range of research interests in communication, media and public relations. She has published widely on media representations of crime and violence, and media users and science, and new technologies. She has a special interest in organisational and public relations framing of social issues and technologies. Her research draws on a range of theoretical and methodological approaches including critical analysis, discourse theory, theories of reception and communication effects.

**PAPER DETAILS**

**MCOM200-12A (HAM), 12B (HAM), 12S (HAM)**
Management Communication *(Points: 20)*
*Please refer to Management Communication*

**MCOM220-12B (HAM)**
Communication Theory and Research *(Points: 20)*
*Please refer to Management Communication*

**MCOM227-12B (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:* Dr Fabrice Desmarais  
*Internal assessment/Exam ratio:* 1:0  
*Equivalents:* MCOM337  
*Restrictions:* MCOM337  
*Note:* This paper may not normally be taken towards a Management Communication major.

**MCOM231-12A (HAM)**
Interpersonal Communication *(Points: 20)*
*Please refer to Management Communication*

**MCOM233-12A (HAM)**
Public Relations Practices *(Points: 20)*
This course presents various kinds of expertise used by public relations practitioners in their effort to build relationships between the organisation and its publics. It will focus on specific practical professional tools such as fundraising, event management, lobbying, community relations, managing investor relations, social marketing, research methods and more. MCOM233 is designed to prepare candidates for the MCOM333 course.

*Convenor:* Dr Margalit Toledano  
*Internal assessment/Exam ratio:* 1:0  
*Note:* This paper may not normally be taken towards a Management Communication major.
MCOM235-12A (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: Dr Margalit Toledano  
Internal assessment/Exam ratio: 1:0  
Restrictions: MCOM335  
**Note:** This paper may not normally be counted towards a Management Communication major.

MCOM238-12B (HAM)
**Communication, Health and Wellbeing (Points: 20)**
Please refer to Management Communication

MCOM239-12A (HAM)
**Events and Communication Management (Points: 20)**
Please refer to Management Communication

MCOM292-12B (HAM)
**Business Communication (Points: 20)**
Please refer to Management Communication

MSYS319-12C (NET)
**Industry Experience 2 (Points: 20)**
Please refer to Management Systems

MCOM330-12B (HAM)
**Professional Speaking and Speechwriting (Points: 20)**
Please refer to Management Communication

MCOM332-12A (HAM)
**Professional and Public Relations Writing (Points: 20)**
Please refer to Management Communication

MCOM333-12B (HAM)
**Public Relations Campaigns (Points: 20)**
Public Relations Campaigns is the capstone course in your public relations education. It prepares you for working in the world of public relations where practitioners need to possess communicative and planning skills. In groups you create a public relations campaign plan for a real client organisation. The practical campaign work allows you to demonstrate your knowledge of public relations strategies underpinned by sound research and applied theory. The best campaign plan submissions go forward to the Top Four Finals where groups compete to win The Chesterman Public Relations Campaign Award.

Convenor: Dr Margalit Toledano  
Internal assessment/Exam ratio: 1:0  
Prerequisites: MCOM233  
**Note:** This paper may not normally be counted towards a Management Communication major.
MCOM335-12A (HAM)
Media and Public Relations (Points: 20)
Managing an organisation’s relationships with the mass media is a central aspect of public relations work. This paper provides you with the concepts and techniques which will enable you to develop effective and sustainable relationships with media stakeholders including journalists and media publics in order to meet public relations objectives. This paper will cover writing for news media, working with ‘new’ social media, training in interview skills, and for television appearances, crisis management and the ethical dimension of these professional practices. You will also examine current issues in media relations research and practice.

Convenor: Dr Margalit Toledano
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM235

Note: This paper may not normally be counted towards a Management Communication major.

MCOM336-12B (HAM)
Negotiation and Persuasion (Points: 20)
Please refer to Management Communication

MCOM337-12B (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 (eg, advertising and public relations) contribute to identity management. You identify and evaluate current issues in the online industry and apply both theoretical concepts and practical research in the analysis and production of online brand identity. Students develop a brand building website using a range of web design software.

Convenor: Dr Fabrice Desmarais
Internal assessment/Exam ratio: 1:0
Restrictions: MCOM227

Note: This paper may not normally be counted towards a Management Communication major.

MCOM338-12B (HAM)
Dialogue (Points: 20)
Please refer to Management Communication

MCOM339-12A (HAM)
Events and Communication Management (Points: 20)
Please refer to Management Communication

MCOM340-12A (HAM)
Communicating Social Change (Points: 20)
Please refer to Management Communication

MCOM380-12S (HAM)
Special Topic (Points: 20)
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Directed Study (Points:15)

Please refer to Management Communication

MCOM590-12A (HAM), 12B (HAM), 12S (HAM), 12Y (HAM)
Directed Study (Points:30)

Please refer to Management Communication

MCOM591-12C (HAM)
Management Communication Dissertation (Points:30)

Please refer to Management Communication

MCOM592-12C (HAM)
Management Communication Dissertation (Points:60)

Please refer to Management Communication

MCOM593-12C (HAM)
Management Communication Thesis (Points:90)

Please refer to Management Communication

MCOM594-12C (HAM)
Management Communication Thesis (Points:120)

Please refer to Management Communication
SOCIAL ENTERPRISE

INTERESTS

» Social Enterprise
» Management in organisations whose first priority is something other than profit for personal gain
» Social and Environmental Responsibility
» Human Rights
» Human Flourishing

CAREERS

» Manager for community based organisation
» Manager for charitable trusts
» Manager for fundraising organisation
» Manager for an organisation who has social responsibility as a key commitment

EMPLOYERS

» Community Organisations
» Local Authorities: Community Management
» Public Sector: Community Management
» Corporate Sector with a Social Responsibility Commitment
» Sports and Leisure Bodies
» Lobby Groups
» Church Management
» Trade Union Organisations

SCHOLARSHIPS

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

WHY CHOOSE SOCIAL ENTERPRISE?

Social enterprises are businesses conducted in the public interest.

Social Enterprise is about working for more than profit. Social entrepreneurs develop services for a social purpose delivering social, cultural, financial and environmental benefits. The organisations that are formed may be as big as Oxfam or Greenpeace or as small as a community craft market. They are driven by social entrepreneurs with an expressed concern for the well-being of individuals and the communities they seek to serve.

The boundaries of responsibility for human and environmental wellbeing are ever changing. Our students study the relationships between business, government and community, alongside topics traditionally associated with not-for-profit/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 wellbeing of people and planet.

Complementary areas of study may include: Accounting, Marketing, Public Relations, Strategic Management and Human Resource Management.
AVAILABLE PAPERS THIS YEAR FOR YOUR SUBJECT

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CONTACTS FOR SOCIAL ENTERPRISE

MARIA HUMPHRIES
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Phone: 027 292 8809
Email: mariah@waikato.ac.nz

SUZANNE GRANT
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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 Department’s Graduate Convenor to discuss an appropriate personal programme of study.

www.management.ac.nz
There are no compulsory subject paper requirements for this qualification.

**Notes:** 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.

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### 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:

- 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
- DEV505 Governance and Nation Building
- GEOG516 Advanced Development Studies
- HRMG574 Women and Organisations
- LBST541 Labour, Education and Training 1: Issues and Policies
- MCOM582 Public Relations in the Culture Industries
- MNGT501 Research Methods in Management Studies
- SOCP506 Social Policy: Comparative Approaches
- STMG524 Entrepreneurship Theory and Practice
- STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 294 can be counted towards your qualification and subject.

**Notes:** 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).

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 Indigenous Development
» GEOG516 Advanced Development Studies
» HRMG574 Women and Organisations
» LBST541 Labour, Education and Training 1: Issues and Policies
» LBST542 Labour, Education and Training 2: Applied Research Project
» MCOM582 Public Relations in the Culture Industries
» MNGT501 Research Methods in Management Studies
» SOCP506 Social Policy: Comparative Approaches
» STMG524 Entrepreneurship Theory and Practice
» STMG580 Strategies for Sustainability

Paper offerings can change; those listed in the table on page 294 can be counted towards your qualification and subject.

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

Master of Philosophy and Doctor of Philosophy

Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our Qualification Convenor is Associate Professor Dr Maria Humphries. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Maria.

Associate Professor Maria Humphries’ research interests include the moving boundaries or responsibilities between the public, private and community sectors and the contribution of these various configurations to human flourishing and environmental well-being. Maria’s broader research interests include the application of critical and feminist theories to management education and research.

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.

PAPER DETAILS

SCEN301-12A (HAM)
Engaging with Social Enterprise and Community (Points:20)
The paper is intended to provide students with an introduction to enterprise in the community sector, also referred to as the not-for-profit, NGO or ‘third’ sector in academic literature. The paper is comprised of three distinct sections. Students will engage in theoretical and practical components.
Convenor: Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0

MNGT501-12A (HAM), 12B (HAM), 12S (HAM)
Research Methods in Management Studies (Points:30)
Please refer to Dean’s Office/Management

SCEN501-12A (NET)
Social Enterprise in Context (Points:30)
A critical examination of the contribution of social enterprise to human flourishing and environmental stewardship in the context of intensifying globalisation.
Convenor: AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP501
Note: This paper is limited to 20 students selected by the Convenor on order of application to enrol.

SCEN502-12B (NET)
Management and Social Enterprise (Points:30)
Achieving a balance between ‘social’ and ‘enterprise’ objectives may not be straight forward. This paper examines some of the issues which may arise when managing a social enterprise.
Convenor: Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP502
Note: This paper is limited to 20 students selected by the Convenor on order of application to enrol.
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 12A (NET)
Convenor: AProf Maria Humphries

For Semester 12B (NET)
Convenor: Dr Suzanne Grant
Internal assessment/Exam ratio: 1:0
Prerequisites: SCEN501 and SCEN502
Equivalents: MNFP503
Restrictions: ACCT501, ECON544, MCOMS30, MKTG507, MNGT501, MSYS551, STMG502 and TOMG506

SCEN504-12A (NET)
Issues in Third Sector Research (Points:30)
Convenor: AProf Maria Humphries
Internal assessment/Exam ratio: 1:0
Equivalents: MNFP504

DEV505-12B (NET)
Governance and Nation Building (Points:30)

Please refer to the University of Waikato Calendar

ACCT507-12A (HAM)
Accounting, Sustainability and a Changing Environment (Points:30)
Please refer to Accounting

ACCT512-12A (HAM)
Organisations and Society (Points:30)
Please refer to Accounting

STMG524-12B (HAM)
Entrepreneurship, Theory and Practice (Points:30)
Please refer to Strategic Management

HRMG574-12B (HAM)
Women and Organisations (Points:30)
Please refer to Strategic Management

STMG580-12A (HAM)
Strategies for Sustainability (Points:30)
Please refer to Strategic Management
SCEN590-12A (NET), 12B (NET), 12Y (NET)

**Directed Study (Points: 30)**

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

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalents:** MNFP590

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

SCEN591-12C (NET)

**Social Enterprise Dissertation (Points: 30)**

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

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalents:** MNFP591

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

SCEN592-12C (NET)

**Social Enterprise Dissertation (Points: 60)**

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

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalents:** MNFP592

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

SCEN593-12C (NET)

**Social Enterprise Thesis (Points: 90)**

An externally examined piece of written work that reports on the findings of supervised research.

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalents:** MNFP593

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

SCEN594-12C (NET)

**Social Enterprise Thesis (Points: 120)**

An externally examined piece of written work that reports on the findings of supervised research.

- **Convenor:** Not available at time of printing
- **Internal assessment/Exam ratio:** 1:0
- **Equivalents:** MNFP594

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

INTERESTS

» Innovation
» Leadership Roles and Challenges
» Strategic Analysis
» Managing Change
» Shaping Corporate Portfolios
» People

CAREERS

» Business Analyst/Manager
» Strategic Analyst/Manager
» Management Consultant
» Industry Analyst
» Business Consultant
» New Venture Consultant
» Business Development Manager
» Entrepreneur
» General Manager

EMPLOYERS

» Consultancy Firms
» Large Corporates
» International Companies
» Government Organisations
» Industry and Professional Organisations
» Self Employed

SCHOLARSHIPS AND PRIZES

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

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. It involves 'seeing the big picture' and finding opportunities and developing sound plans to drive future growth.

As a strategic management student, you'll learn to identify internal capabilities and external opportunities. You'll learn about entrepreneurship and innovation and develop analytical and thinking skills as you study resources, industry trends, competitors and 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 and details of the requirements for these can be found overleaf. If you are not enrolled in a bachelors degree that lists Strategic Management as an available subject you may still take it as a second major; the requirements for this can be found overleaf under the section Second Major for other degrees.
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<td>Strategic Alliances and Networks</td>
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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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 301 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.

**Notes:** You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. HRMG343 is a prerequisite paper for STMG499.

**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:

» STMG285/385 Strategy for Enterprise
» STMG324/424 Entrepreneurship and Innovation

And choose 20 points from:

» STMG222 Net Ready: Navigating the Competitive Landscape
» ACCT322 Law of Business Enterprise
» STMG330 Management, Technology and Organisation
» STMG344 Business, Government and Society
» STMG388 Strategic Alliances and Networks
» FINA403 Small Business Finance
» TOMG405 Entrepreneurship in Tourism and Hospitality

You will also need to fulfil the remaining requirements for the major.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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.

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 301 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.

Notes: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. HRMG443 is a prerequisite paper for STMG499/599.

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 Strategic Management are that you must include:

- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG324 Entrepreneurship and Innovation
- STMG346 Strategy and the Internet
- MSYS319 Industry Experience 2 (see note below)

And choose 40 points from:

- STMG285/385 Strategy for Enterprise
- INMG311 The International Business Environment
- INMG315 Doing Business in BRICs (Brazil, Russia, India and China)
- 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 301 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: 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:

- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG346 Strategy and the Internet
- 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*: 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 301 can be counted towards your qualification and subject.

*Note*: 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.

*Notes*: 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 301 can be counted towards your qualification and subject.

*Notes: 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).

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 301 can be counted towards your qualification and subject.

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

**Master of Philosophy and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.
RESEARCH AND SUPERVISION INTERESTS

Strategic and Human Resource Management staff who are available for MPhil and PhD supervision and their primary research areas are listed below.

Professor James R. Barker’s research interests include the development of organisational control systems and the consequences of innovation and restructuring on organisational systems and practices. He is particularly concerned with critically analysing the morality of organisational control structures and applications. His present projects include collaborative research with the University of Melbourne and the US Air Force Academy and focuses on such topics as teamwork and innovation, communication in high risk environments, and the moral consequences of organisational surveillance.

Dr Stephen Bowden’s research interests include corporate governance, industry structure and competitive dynamics. Specific projects include the role of institutional investors in the governance of firms (power versus agency explanations), alternative governance mechanisms (substitutes or complements), the compensation of directors (misaligned or missing the point), competitive dynamics among major Hollywood studios and industry dynamics in the New Zealand beer industry.

Professor Delwyn Clark’s research interests include strategic innovation and entrepreneurial processes, strategic management processes and models, resource-based theory, and e-learning innovations. Current research projects focus on innovation process in SMEs, entrepreneurial opportunity recognition, and home-based businesses.

Dr Eva Collins’ general research interests include strategy and sustainability. Current research projects include a longitudinal study (started in 2003) on the uptake of sustainability practices by New Zealand businesses. Dr Collin’s has a specific focus on SMEs and sustainability that includes research on ecopreneurs.

Dr Jenny Gibb’s key research interests focus on the micro-foundations of competitive advantage including: prediction, control, affect and cognition. New areas of investigation include: the concept of imitation, the role of neuro-economics in the formation of organisational processes and boundaries and cognitive dissonance at the organisational level. Key theoretical areas of interest include the resource based view, transaction cost economics and aspiration theory. Other areas of interest include: information technology; risk management; the innovation framework; and the relationship between key decision makers, firm and industry boundaries. Has expertise in the health sector, information technology, forestry and small and medium sized enterprises.

Associate Professor Jarrod Haar’s research interests are across the fields of strategic management and human resource management. Current research includes the strategic choices made by New Zealand firms and how innovative firms develop entrepreneurial cultures. Dr Haar’s main research includes work-family issues including the benefits of family friendly policies, and how these can influence employee attitudes. Other research includes both the positive and negative influence of stress on employees, the effects of downsizing on employees, and why firms adopt management practices. Dr Haar (Ngati Maniapoto/Ngati Mahuta) is also interested in issues relating to Māori, including sustainability, development, education, health, and employment.

Associate Professor Jens Mueller’s research interests include the strategic planning framework for SMEs and entrepreneurial firms during growth and crises, with a special emphasis on good governance systems for entities of all sizes.

Associate Professor Kathryn Pavlovich’s research interests include collaborative strategy (strategic alliances, networks and clusters), entrepreneurship and spirituality in business. Present projects include regional development through partnerships, inspirational leadership, empathy and compassion in organisations, and other ways of ‘knowing’.
PAPER DETAILS

MNCT100-12B (HAM)  
Management and Sustainability (Points:15)

Please refer to Dean’s Office/Management

STMG191-12A (HAM), 12B (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 12A (HAM)

Convenor: Not available at time of printing

For Semester 12B (HAM)

Convenor: Mr Glyndwr Jones

Internal assessment/Exam ratio: 3:2

Prerequisites: ALED100 or ESLA101 or MCOM104 or MAOR111 or 14 credits at Level 3 in NCEA Classical Studies (including achievement standard 3.3), English, History (including achievement standard 3.5), or Te Reo Māori

STMG222-12A (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”.

For Semester 12A (NET)

Convenor: Dr Jennifer Gibb

For Semester 12B (NTG)

Convenor: Not available at time of printing

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG191 or at the discretion of the Chairperson of Department

Note: Students must be fully enrolled two weeks prior to the beginning of semester.

STMG285-12A (HAM)  
Strategy for Enterprise (Points:20)

This course is driven by an emphasis on strategic growth among enterprises in New Zealand. Students will be exposed to the stories and experiences of numerous individuals and their organisations as well as some leading edge frameworks for understanding the relevant issues. Students will have ample opportunity to ask questions of our many guest speakers. There is a particular emphasis within the course on four aspects which connect to growth: leadership and governance, passion, creativity, and internationalisation.

Convenor: Dr Steve Bowden

Internal assessment/Exam ratio: 1:0

Prerequisites: STMG191

Restrictions: STMG385
Entrepreneurship and Innovation (Points: 20)

Entrepreneurship is the dynamic process of creating and growing new ventures. As a major driver for growth in organisations and the economy, entrepreneurship involves ideas, individuals, innovation and assembling resources. This paper will blend the academic tools required to develop and operate an entrepreneurial business with the practical approach to make such a business financially successful and personally rewarding. Students will be challenged to participate in highly interactive workshop sessions to explore the characteristics of successful entrepreneurial business strategies, and to then incorporate those ideas into the creation and presentation of a new business or project plan.

Convenor: AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG191
Restrictions: STMG424

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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: HRMG241
Restrictions: STMG430

Business Research Methods (Points: 20)

Please refer to Human Resource Management
STMG344-12A (HAM)
**Business, Government and Society (Points:20)**

The interaction of economic, political and social activity creates an environment in which business operates. This paper adopts a discussion format similar to graduate-level seminars to explore current affair topics impacting business. Does business have a responsibility beyond maximising shareholder wealth? If workers have their value set established before the age of employment, how can an organisation create an ethical environment? How does the trend toward sustainability impact business in New Zealand? How does the public policy process impact business? These questions are discussed and debated to gain insights into the business, government and society relationship.

Convenor: AProf Eva Collins
Internal assessment/Exam ratio: 1:0

HRMG374-12A (HAM)
**Women and Management (Points:20)**

*Please refer to Human Resource Management*

STMG385-12A (HAM)
**Strategy for Enterprise (Points:20)**

This course is driven by an emphasis on strategic growth among enterprises in New Zealand. Students will be exposed to the stories and experiences of numerous individuals and their organisations as well as some leading edge frameworks for understanding the relevant issues. Students will have ample opportunity to ask questions of our many guest speakers. There is a particular emphasis within the course on four aspects which connect to growth: leadership and governance, passion, creativity, and internationalisation.

Convenor: Dr Steve Bowden
Internal assessment/Exam ratio: 1:0
Restrictions: STMG285 and STMG485

STMG388-12A (HAM)
**Strategic Alliances and Networks (Points:20)**

Strategic alliances and inter-firm networks play a key role in today’s global economy. They provide organisations with opportunities to access new and innovative resources and to acquire new capabilities with increased speed and precision. Such advantages can lead to the production of new products and services, as well as access to new and increased market share. Yet, despite these well-espoused benefits, research indicates that strategic alliances and networks are fraught with difficulties. This paper focuses on identifying the key structures and processes required for the successful management and evolution of these cooperative modes of business.

Convenor: AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0
Restrictions: STMG488
STRATEGIC MANAGEMENT

STMG391-12A (HAM), 12A (TGA), 12B (HAM), 12S (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 12A (HAM)
Convenor: Dr Steve Bowden
Internal assessment/Exam ratio: 3:2

For Semester 12A (TGA)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2

For Semester 12B (HAM)
Convenor: Dr Heather Connolly
Internal assessment/Exam ratio: 3:2

For Semester 12S (HAM)
Convenor: AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisites: FINA201 and HRMG241 and MKTG151 (for BMS students), or at the discretion of the Chairperson of Department (for non-BMS students)

Notes: The Dean’s Prize in Strategic Management is awarded to the top student of the year in this paper. The S semester offering of STMG391 is limited to 50 students selected by the Chairperson of the Department in order of application to enrol. Please also note that students majoring in accounting may substitute the prerequisite HRMG241 with ACCT231 to enrol in this paper.

INMG412-12B (NET)
International Business Strategy (Points: 20)

Please refer to International Management

STMG424-12B (HAM), 12B (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: AProf Jens Mueller
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG346 or STMG391
Restrictions: STMG324
STMG425-12A (HAM)  
**Managing with Spirit** *(Points: 20)*

This paper explores management in this context, with a focus on the relationships we have with ourselves in order that we can connect as ‘conscious’ global citizens. The paper seeks to examine the alignment of our inner and outer worlds; to participate in a journey of discovering what energises us; to develop a sense of wholeness and awareness of how we fit with our external environment. Because work and organisational life is such a central part of our existence, much of this journey occurs within the workplace. Yet when accessing the relevance of its human resources to the effective performance of an organisation, few consider the extent to which the organisational environment fosters an individual’s spiritual development. Throughout the course, students will be encouraged to ‘make sense’ of the situations and contexts within which they find themselves. This paper aims to extend the journey of personal discovery as a mechanism for students to create organisational change and development in their work environments.

*Convenor: AProf Kathryn Pavlovich*  
*Internal assessment/Exam ratio: 1:0*

STMG430-12B (HAM)  
**Management Technology and Organisation** *(Points: 20)*

This paper examines the organisational and management implications of technology.

*Convenor: Not available at time of printing*  
*Internal assessment/Exam ratio: 1:0*  
*Prerequisites: HRMG241 or at the discretion of Chairperson of the Department*  
*Restrictions: STMG330*

HRMG445-12B (HAM)  
**Career Management and Development** *(Points: 20)*

*Please refer to Human Resource Management*

STMG488-12A (HAM)  
**Strategic Alliances and Networks** *(Points: 20)*

Strategic alliances and inter-firm networks play a key role in today’s global economy. They provide organisations with opportunities to access new and innovative resources and to acquire new capabilities with increased speed and precision. Such advantages can lead to the production of new products and services, as well as access to new and increased market share. Yet, despite these well-espoused benefits, research indicates that strategic alliances and networks are fraught with difficulties. This paper focuses on identifying the key structures and processes required for the successful management and evolution of these cooperative modes of business.

*Convenor: AProf Kathryn Pavlovich*  
*Internal assessment/Exam ratio: 1:0*  
*Prerequisites: STMG191 or at the discretion of the Chairperson of Department*  
*Restrictions: STMG388*
Students wishing to undertake a project in an area not offered as a taught paper may develop a research topic and consult with a member of staff who is able to supervise this project. Students must be approved for enrolment in the paper by the department. This is subject to the availability of staff to supervise.

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

A 499 project is required for the BMS, and is only available to BMS students. You should discuss a proposed topic with the department’s 499 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: Not available at time of printing
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study
Restrictions: STMG599
Note: Students who have completed MKTG352 Marketing Research are not required to complete HRMG343 Business Research Methods.
STMG512-12A (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:** Dr Jennifer Gibb

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

**Prerequisites:** STMG391

**Note:** The GJ Schmitt Prize in Strategic Innovation is awarded to the top student of the year in this paper.

INMG517-12B (NET)

**Current Issues in International Management (Points: 30)**

Please refer to *International Management*

STMG524-12B (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:** Not available at time of printing

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

STMG555-12B (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, Structural Contingency.

» Good science is good conversation

» Each theory has a positive contribution

» Each theory has a weakness.

**Convenor:** Dr Steve Bowden

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

**Prerequisites:** HRMG342 or PSYC317 or STMG391
There is increasing recognition within both the workplace and society that work-family balance is important. Work-family balance is a specific workplace issue which has been empirically found to influence individual and firm performance. Students studying this paper will develop:

» an understanding of the difficulties and implications of work-family balance/imbalance on employee and firm performance
» an understanding of the way that work-family practices can allow for greater work-family balance
» an understanding of how greater work-family balance can lead to greater employee attitudes and performance
» an understanding of the strategic implications for firms by addressing work-family balance issues
» an understanding of researching issues of strategic importance.

Convenor: AProf Jarrod Haar
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department

Note: Enrolment in this paper is limited to 20 students.

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: AProf Kathryn Pavlovich
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department

Note: Enrolment in this paper is limited to 20 students.

This paper aims to enhance students’ understanding of sustainability issues confronting today’s managers and to develop ability in analysing situations and in formulating strategies where sustainability business concerns are implicated. Topics include the development of sustainability, the legal framework and principles of environmental management, codes of practice and techniques for managing sustainability issues from a strategic perspective. The emphasis is on ensuring that organisations are not only operating within legal requirements, but also that they are appropriately oriented to maintain competitive advantage and meet and respond to stakeholder concerns.

Convenor: AProf Eva Collins
Internal assessment/Exam ratio: 1:0
Prerequisites: STMG391

Please refer to International Management
STMG590-12A (HAM), 12B (HAM), 12C (NET), 12S (HAM)

Directed Study (Points: 30)

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

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

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

STMG591-12C (HAM)

Strategic Management Dissertation (Points: 30)

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

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

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

STMG592-12C (HAM)

Strategic Management Dissertation (Points: 60)

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

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

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

STMG593-12C (HAM)

Strategic Management Thesis (Points: 90)

An externally examined piece of written work that reports on the findings of supervised research.

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

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

STMG594-12C (HAM)

Strategic Management Thesis (Points: 120)

An externally examined piece of written work that reports on the findings of supervised research.

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

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

STMG599-12C (HAM), 12D (HAM), 12E (HAM), 12F (HAM)

Report of an Investigation (Points: 30)

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

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

Prerequisites: All 100, 200 and 300 level BMS compulsory papers and HRMG343 and two 300 level papers in the area of study

Restrictions: STMG499
SUPPLY CHAIN MANAGEMENT

INTERESTS
» Operations Management
» Logistics Management
» Procurement
» Electronic Commerce
» Information Technology
» Electronic Business

CAREERS
» Logistics Architect
» Systems Developer
» Operations Manager
» Purchasing Agent
» B2B Electronic Commerce Co-ordinator

EMPLOYERS
» International Consultancy Practices
» Large Corporates
» Manufacturing or Service Organisations
» Various Medium Size Domestic Companies
» Government Departments

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

WHY CHOOSE SUPPLY CHAIN MANAGEMENT?
From production line to store shelf, a practical understanding of how to efficiently manage the resources of an organisation is invaluable and that’s why Supply Chain Management is such an important field.

From being buried in the earth to the hot chips on your plate, there’s quite a journey for your average potato. That journey from the ground, to the factory, distributor, wholesaler, retailer and customer is known as the supply chain. The more efficient the supply chain the better for business.

Companies 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, and also about going outside the company boundaries to create a smooth chain from raw-goods suppliers, right through production and distribution to retailers and customers.

Supply Chain Management is available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a bachelors degree that lists Supply Chain Management as an available subject you may still take it as a second major; the requirements for this can be found overleaf under the section 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>GradDip(SCM)</th>
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</tbody>
</table>

## CONTACTS FOR SUPPLY CHAIN MANAGEMENT

**STUART DILLON – CHAIRPERSON OF DEPARTMENT**
Location: MS8.G.04  
Phone: +64 7 838 4466 extn 4234  
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SUPPLY CHAIN MANAGEMENT

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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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 notes below)

Paper offerings can change; those listed in the table on page 317 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.

Notes: You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. 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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 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 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 317 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.

Notes: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject. 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 317 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: If you are taking Supply Chain Management as a second major for the BECom then MSYS319 may be replaced with another subject paper.

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 317 can be counted towards your major.

Note: 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: 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 Knowledge Management in an Interconnected World
- 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 317 can be counted towards your qualification and subject.

*Notes: 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 and Doctor of Philosophy**

Contact the Department’s Graduate Convenor.

**RESEARCH AND SUPERVISION INTERESTS**

We are always pleased to consider applications for PhD theses from people with appropriate qualifications. Our qualification convenor is Associate Professor Paul Childerhouse. Supervisory committees appropriate for each proposed topic will be facilitated in consultation with Paul.

Please refer to the Management Systems section for a list of staff available to supervise research in this particular subject area.
PAPER DETAILS

MSYS212-12B (HAM)
Knowledge Management in an Interconnected World (Points:20)
Please refer to Management Systems

MSYS221-12B (HAM), 12S (NET)
Electronic Commerce Overview (Points:20)
Please refer to Management Systems

MSYS277-12A (HAM)
Supply Chain Integration (Points:20)
Please refer to Management Systems

MSYS319-12C (NET)
Industry Experience 2 (Points:20)
Please refer to Management Systems

MSYS335-12A (HAM)
Managerial Decision Making (Points:20)
Please refer to Management Systems

MSYS355-12B (HAM)
E-Business Process Redesign (Points:20)
Please refer to Management Systems

MSYS358-12B (HAM)
E-Business Implementation (Points:20)
Please refer to Management Systems

MSYS365-12B (HAM)
Business Analysis and Consultancy (Points:20)
Please refer to Management Systems

MSYS366-12A (HAM)
Project Management (Points:20)
Please refer to Management Systems

MSYS376-12B (HAM)
Operations Management (Points:20)
Please refer to Management Systems

MSYS377-12A (HAM)
Supply Chain Management (Points:20)
Please refer to Management Systems

MSYS435-12A (HAM)
Advanced Managerial Decision Making (Points:20)
Please refer to Management Systems

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SUPPLY CHAIN MANAGEMENT

MSYS455-12B (HAM)
Advanced E-Business Process Redesign (Points: 20)
Please refer to Management Systems

MSYS458-12B (HAM)
Advanced E-Business Implementation (Points: 20)
Please refer to Management Systems

MSYS465-12B (HAM)
Advanced Business Analysis and Consultancy (Points: 20)
Please refer to Management Systems

MSYS466-12A (HAM)
Advanced Project Management (Points: 20)
Please refer to Management Systems

MSYS476-12B (HAM)
Advanced Operations Management (Points: 20)
Please refer to Management Systems

MSYS477-12A (HAM)
Advanced Supply Chain Management (Points: 20)
Please refer to Management Systems

MSYS558-12B (HAM)
Contemporary Issues in E-Business (Points: 30)
Please refer to Management Systems

MSYS561-12B (HAM)
Knowledge Management Research (Points: 30)
Please refer to Management Systems

MSYS576-12B (HAM)
21st Century Logistics (Points: 30)
Please refer to Management Systems

MSYS577-12A (HAM)
E-Enabled Agile Supply Chains (Points: 30)
Please refer to Management Systems
TOURISM MANAGEMENT

INTERESTS

» Tourism Management
» Travel
» Marketing
» Research

CAREERS

» Tourism Operations Manager
» Regional or National Tourism Planner
» Local Authority Policy Analyst in Tourism
» Environmental Planning Researcher
» Events Planner
» Outdoor Leisure Manager
» Tourism Consultant
» Sport and Leisure Programme Promoter
» Sport and Leisure Facilities Marketer

EMPLOYERS

» Leisure Organisations
» Research and Tourism Consultancies
» Regional and National Tourism Boards
» Adventure Tourism Operations
» Museums
» Government Departments such as the Department of Conservation and the Ministry for the Environment
» Sporting Organisations
» Special Events Management and Planning Organisations

SCHOLARSHIPS

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

WHY CHOOSE TOURISM MANAGEMENT?

Tourism is the world’s largest industry and significantly impacts New Zealand’s economy.

The rapid growth of domestic and international tourism has led to an increasing demand for graduates who have a thorough understanding of tourism in its wider social, cultural, economic, and political contexts. The study of tourism involves predicting the future – working out what people will want from their leisure and travel pursuits and how those wants are implemented and managed.

Students also study the structure of different tourism organisations, aspects of hospitality and leisure and the environmental and economic impacts of tourism operations.

Tourism Management and Hospitality Management are available as a subject or major for several specific qualifications and details of the requirements for these can be found overleaf. If you are not enrolled in a bachelor’s degree that lists Tourism Management or Hospitality Management as an available subject you may still take one as a second major; the requirements for this can be found overleaf under the section Second Major for other degrees.
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CONTACTS FOR TOURISM 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: amohsin@waikato.ac.nz

**ADMINISTRATOR**
Location: MSB.2.15  
Phone: +64 7 838 4466 extn 4045  
Email: wms-EFT-Depts@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 least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which two of these 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
» 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 324 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:** You may not count any BMS compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points (at least six papers) at 200 level or above from one subject area. The six papers must include at least three papers (60 points) at 300 level or above of which one must be at 400 level or above and one must be at 500 level. You must 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
- 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 324 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: You may not count any BMS or BMS(Hons) compulsory paper towards your first major although MNGT221 can be counted towards this major if it is your second major subject.

Bachelor of Tourism (BTour)

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 324 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: You may not count any BTour(THMgt) compulsory paper towards your first major although TOMG390 or MNTG396 can be counted towards your first major if you are taking a second major subject.
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:

- TOMG506 Research Methods in Tourism and Hospitality (see notes below)
- 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)

Notes: 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. TOMG506 Research Methods in Tourism and Hospitality is not offered in 2012, students may take MNGT501 Research Methods in Management Studies in place of this paper. 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 324 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 which includes:
» TOMG201 Tourism Management

And choose 40 points from:
» MKTG354/454 Marketing of Services
» STMG385 Strategy for Enterprise
» TOMG304 Tourism and Hospitality Law
» TOMG306 Hospitality Management Control and Decision Making
» TOMG380 Aviation Management
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management

Note: 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:
» TOMG201 Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour

And choose 80 points from:
» MKTG351 Marketing Strategy
» MKTG354/454 Marketing of Services
» TOMG304 Tourism and Hospitality Law
» TOMG306 Hospitality Management Control and Decision Making
» TOMG380 Aviation Management
» 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.

Paper offerings can change; those listed in the table on page 324 can be counted towards your qualification and subject.

Note: 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.

Notes: 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:

- TOMG502 Tourism Planning and Environment
- TOMG503 Hotel and Resort Development

And choose 60 points from:

- ANTH515 Ethnographic Research
- DEV504 Comparative State Policies and Indigenous Development
- GEOG521 Advanced Tourism Research
- MNGT501 Research Methods in Management Studies
- TOMG501 International Tourism and Hospitality Marketing
- TOMG505 Tourism and Hospitality Enterprises
- TOMG506 Research Methods in Tourism and Hospitality
- TOMG507 Hotel and Resort Operations Management
- TOMG508 Tourism Forecasting
- TOMG509 Visitor Behaviour, Interpretation and Management
- TOMG510 Heritage Tourism Management
- TOMG590 Directed Study
- TOMG591 Dissertation

Paper offerings can change; those listed in the table on page 324 can be counted towards your qualification and subject.

Notes: 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 324 can be counted towards your qualification and subject.

Notes: 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:

- ANTH515 Ethnographic Research
- DEV504 Comparative State Policies and Indigenous Development
- GEOG521 Advanced Tourism Research
- MNGT501 Research Methods in Management Studies
- TOMG501 International Tourism and Hospitality Marketing
- TOMG502 Tourism Development and the Environment

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 TOMG506 Research Methods in Tourism and Hospitality or GEOG521 Advanced Tourism Research (see note below)
- Take your dissertation or thesis in a relevant topic for Visitor Management

And you can choose to take additional papers from:

- MCOM582 Public Relations in the Culture Industries
- SMST512 Marketing and Creative Industries
- TOMG502 Tourism Development and the Environment
- TOMG510 Heritage Tourism Management

Note: TOMG506 Research Methods in Tourism and Hospitality is not offered in 2012, students may take MNGT501 Research Methods in Management Studies in place of this paper.

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

www.management.ac.nz
ACCELERATED MASTERS OF MANAGEMENT STUDIES
(TOURISM AND HOSPITALITY MANAGEMENT)

It is possible to undertake an accelerated programme of study to obtain a Masters of Management Studies in Tourism and Hospitality Management. This gives students the ability to complete a Masters degree in a little over one year. The accelerated programme has a special start date commencing at the end of October/early November, though this could change from year to year.

Accelerated Programme Structure

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Total Points 240

Notes: *Completion dates may vary depending on the specific topic of the Dissertation.
**Completion dates may vary subject to the availability and dates of the work placement.

RESEARCH AND SUPERVISION INTERESTS

We are always pleased to consider applications for theses. Our current doctoral supervisors are listed below:

**Associate Professor Tim Lockyer**’s main area of research is the hospitality industry, with special interests in the factors that influence the selection of accommodation and restaurants by guests, and several international refereed journal articles in this area. 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 tourism planning and destination management, volunteer tourism, human resource issues in the hospitality industry, yield management, chaos theory, multi-paradigmatic research methodologies and the ontological and epistemological foundations of tourism and hospitality research.

PAPER DETAILS

TOMG101-12A (HAM), 12B (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.

For Semester 12A (HAM)
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0

For Semester 12B (HAM)
Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Restrictions: TOMG201

TOMG200-12B (HAM), 12B (TGA)
Tourism Management and the Environment (Points: 20)
This paper introduces the economic, legal, sustainable and management dimensions of tourism's relationship with the natural and built environments. The principal focus is on the relationship between tourism and the natural environment in New Zealand.

For Semester 12B (HAM)
Convenor: Prof Alison McIntosh

For Semester 12B (TGA)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 3:2
TOMG201-12A (BLK), 12A (HAM), 12B (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 12A (BLK)

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0

For Semester 12A (HAM) and 12B (HAM)

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2
Restrictions: TOMG101

TOMG202-12B (BLK), 12B (HAM)

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 12B (BLK)

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0

For Semester 12B (HAM)

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 3:2

TOMG206-12A (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: AProf Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG216
Restrictions: TOMG205

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.

TOMG207-12B (HAM)

Accommodation Management (Points:20)

On completion of this paper students will understand management and operational concepts for the sustainable operation of accommodation services within the hospitality industry.

Convenor: AProf Asad Mohsin
Internal assessment/Exam ratio: 3:2
Corequisites: TOMG217
Restrictions: TOMG205

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.
TOURISM MANAGEMENT

TOMG216-12A (HAM)
Food and Beverage Management Placement (Points:0)
This paper is only available to students taking TOMG206 concurrently.

Convenor: AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG206

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.

TOMG217-12B (HAM)
Accommodation Management Placement (Points:0)
This paper is only available to students taking TOMG207 concurrently.

Convenor: AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0
Corequisites: TOMG207

Note: This paper is limited to 60 students selected by the Course Convenor in order of application to enrol.

TOMG304-12A (HAM), 12A (TGA)
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: Dr Anne Zahra
Internal assessment/Exam ratio: 1:0

TOMG306-12A (HAM), 12A (TGA)
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: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

TOMG309-12A (HAM)
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. Analysis of day to day realities of venue management will be experienced in a three week internship, on-site at a major event venue.

Convenor: Dr Jenny Cave
Internal assessment/Exam ratio: 3:2

MKTG354-12B (HAM), 12B (TGA)
Marketing of Services (Points:20)
Please refer to Marketing
TOMG380-12S (HAM)
Aviation Management \( \text{(Points:20)} \)

The purpose of this paper is to introduce students to the management of aviation within the tourism industry, specifically looking at the operational, management, sustainable and developmental aspects of airlines and airports.

Convenor: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

STMG385-12A (HAM)
Strategy for Enterprise \( \text{(Points:20)} \)

Please refer to Strategy & Human Resource Management

TOMG390-12B (HAM), 12B (TGA)
Directed Study \( \text{(Points:20)} \)

Many tourism 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 industry will be identified by the Course Convenor on behalf of the class and investigated under guidance.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

TOMG405-12B (BLK), 12B (HAM), 12B (TGA)
Entrepreneurship in Tourism and Hospitality \( \text{(Points:20)} \)

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 12B (BLK)
Convenor: Dr Jenny Cave
Internal assessment/Exam ratio: 1:0

For Semester 12B (HAM) and 12B (TGA)
Convenor: Dr Jenny Cave
Internal assessment/Exam ratio: 3:2
Prerequisites: TOMG306 or ACCT101

TOMG406-12B (HAM), 12B (TGA)
Hospitality Operations and Sustainable Management \( \text{(Points:20)} \)

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: AProf Tim Lockyer
Internal assessment/Exam ratio: 3:2
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: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

Please refer to Marketing

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

For Semester 12A (BLK) and 12T (HAM)
Convenor: Not available at time of printing

For Semester 12A (HAM) and 12B (HAM) and 12S (HAM)
Convenor: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0
Prerequisites: Entry is at the discretion of the Chairperson of Department or BTour Convenor

A 499 Report of an Investigation, is to give an opportunity for students to investigate a management problem within an organisation and prepare a report of their findings. The 499 provides an important bridge between the university classroom and the practical world of management. For many students, this will be their first exposure to the organisational workplace.

For further information, contact the Management Student Centre.

Convenor: Mr Charlie Panakera
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restrictions: TOMG599

Please refer to Dean’s Office/Management
TOMG501-12A (HAM), 12A (NET)

International Tourism and Hospitality Marketing (Points: 30)

This paper provides students with an understanding of marketing and research from an international perspective and skills relating to the tourism industry. The paper covers an introduction to international tourism and marketing research; appraisal of international tourism markets; understanding diversity and differences in overseas markets; strategies for international tourism in marketing; uses and roles of research in tourism.

For Semester 12A (HAM)
Convenor: AProf Asad Mohsin

For Semester 12A (NET)
Convenor: Not available at time of printing
Internal assessment/Exam ratio: 1:0

TOMG502-12B (HAM), 12B (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: Dr Anne Zahra
Internal assessment/Exam ratio: 1:0

TOMG503-12A (HAM), 12A (NET)

Hotel and Resort Development (Points: 30)

This paper provides students with an awareness of the essential issues involved in the management and operations specific to hotels and resorts. The paper covers definitions, history and the hotel and resort industry; resort planning and development; lodging and resort management and operations.

Convenor: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

DEVS504-12A (NET)

Comparative State Policies on Indigenous Development (Points: 30)

Please refer to the University of Waikato Calendar

TOMG505-12B (HAM)

Tourism and Hospitality Enterprises (Points: 30)

This paper provides students with an awareness of the essential issues of accounting and financial management practices in the tourism industry. The paper covers the provision of financial planning and control purposes, accounting for management decisions and reporting, financial assessment and analysis of the establishment.

Convenors: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0
TOURISM MANAGEMENT

TOMG507-12B (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: AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0

TOMG509-12A (HAM), 12A (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: Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0

TOMG510-12B (HAM)
Heritage Tourism Management (Points: 30)
This paper addresses the significance of heritage for tourism, and provides an understanding of the key issues in the planning, promotion and sustainable management of heritage resources for tourism.
Convenor: Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0

SMST512-12A (NET)
Media and Creative Industries (Points: 30)
Please refer to Screen & Media Studies

TOMG513-12T (HAM)
Tourism and Hospitality 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: AProf Asad Mohsin
Internal assessment/Exam ratio: 1:0

ANTH515-12B (HAM)
Ethnographic Research (Points: 15)
Please refer to the University of Waikato Calendar

GEOG521-12B (HAM)
Advanced Tourism Research (Points: 30)
Please refer to the University of Waikato Calendar
Directed Study (Points: 30)

Information systems are essential to the operations and management of businesses today. In this paper students learn how to use and manage information systems to improve decision making, reorganise business processes, conduct electronic commerce and gain competitive advantage. Classes are in two two-hour sessions each week. Students will take some responsibility for their own learning in this paper.

Convenor: AProf Tim Lockyer
Internal assessment/Exam ratio: 1:0

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

Tourism Management Dissertation (Points: 30)

A Directed Research Project involves a directed inquiry written up as a research report. A supervisor is appointed to oversee the research. A student is enrolled in this course where the research project is of a type that would not normally be undertaken for a dissertation or a thesis. It might, for example, be a project undertaken for an external organisation or be an extended case study. This paper gives students an opportunity to carry out research or further study in a specialised interest area. Please refer to the Department’s Graduate Convenor if you are interested in taking this paper.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

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

Tourism Management Dissertation (Points: 60)

A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field. A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same. Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

Note: The Guidelines for Research Course form must be approved by the Department’s Graduate Convenor prior to enrolment in this paper.
A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field. A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same. Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

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

A dissertation/thesis is a sustained piece of original scholarship. It must show a thorough knowledge of, engaged critically with, and make an original contribution to, the literature of a discipline or field. A dissertation is equivalent in workload to two or three papers and a thesis to four papers. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and dissertations are the same. Each dissertation must be examined by a suitably qualified person, who is external to the School. Each thesis must be examined by a suitably qualified person, who is external to the University.

Convenor: Prof Christopher Ryan
Internal assessment/Exam ratio: 1:0

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

A Report of an Investigation is available, in appropriate circumstances, to students enrolled in the BMS Honours Programme. A supervisor is appointed to oversee the research. Any research undertaken to fulfil the requirements for this course must have an academic content which is at least equivalent to that required for a Directed Research Project. For further information, contact the Management Student Centre.

Convenor: Prof Alison McIntosh
Internal assessment/Exam ratio: 1:0
Prerequisites: All 100, 200 and 300 level BMS compulsory papers, and at least 40 points at 300 level in the area of study
Restrictions: TOMG499
WAIKATO MANAGEMENT SCHOOL SERVICES AND FACILITIES

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, booking 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 0800 454 599.

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; providing students with somewhere to meet, study, use resources (such as photocopying) and hand in and receive marked assignments. In addition, MSC dedicates resources to the needs of Māori and international students, with a student mentoring service as well as a Māori Consultant and an International Consultant.

All Management students who have queries regarding their studies should firstly go to MSC for assistance. MSC is located in MS1 (behind the Station Café on Hillcrest Road), and is open from 8.45am to 4.45pm Monday to Friday.

MSC Provides:
» Academic support for students through its Language and Learning Development Team
» Assignment hand-in and collection place
» Copying facilities
» Enrolment and programme advice
» Entry and re-entry decisions
» Information for prospective students
» Mentors for students
» Orientation for students
» Programme planning
» Space for group and individual work, including several student computers
» Support for all students including those 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-askme
THINGS YOU NEED TO KNOW

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.

It should be noted 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 which is accessible to all students as a link from the electronic paper outline via your MyWeb page. It is expected that in 2012 MKTG151, FINA201, MCOM200, and STMG391 will be offered in S Semester and ECON200 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 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 term time. Current students can book an appointment online via MyWeb, MSC Bookings, Tauranga Programme Advice. For any queries please contact MSC on msc@waikato.ac.nz or phone 0800 WAIKATO extn 4303 or +64 7 838 4303.

Māori Mentors – Ngā Kaiārahi Mātauranga
The Waikato Management School Māori student mentors are a team of senior Māori students who are here to help, support, awhi, tautoko and manāki you during your mahi here at the School. They are available daily during the main semesters for a kōrero on anything you may need help with. The Māori mentors have connections with student services and networks right across the university campus through the Māori staff network – Te Puna Tautoko.

They are here to help you with any issue, including:
- Academic support for your papers
- Dealing with academic departments, lecturers and tutorials
- Exam and test preparation
- Links to Māori support services and networks
- Resources and study tips
- Whānau and money issues.

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

Make an appointment via the MSC booking system or drop by for a kōrero.
Contact Details

MĀORI MENTORS

Phone: +64 7 838 4466 extn 6455 or 0800 WAIKATO extn 6455
Email: maorimentors@waikato.ac.nz
Website: www.waikato.ac.nz/tautoko

Language and Learning Development

Language and learning development support is offered to all Waikato Management School students who wish to use the service. Language and learning development support tutors offer free advice and guidance with writing, reading, and oral tasks, and they can also help you to come to terms with academic skills such as mastering APA referencing and avoiding plagiarism. Their philosophy is very much one of helping you to help yourself.

One-to-One Tutorials

One-to-one tutorials last for 30 minutes. In that time we can help you with written or oral assignments. We can offer advice and guidance on ways to improve your language and learning skills but, in line with our philosophy of helping you to help yourself, we will not simply correct your work for you or tell you what to include in your assignments. In addition, please remember that we are not experts in the content of the papers you are studying. We are language and learning experts and it is language and learning skills we aim to develop in you.

For a one-to-one tutorial involving written coursework you can bring either:

1. A marked assignment with the marking schedule/guidelines and any notes/comments from your lecturer/tutor
2. The outline plan for an assignment which has not yet been submitted and marked and the assignment guidelines, or
3. Your first draft of an assignment which has not yet been submitted for assessment and the assignment guidelines.

We will not look at assignments that are due in on the same day as your appointment with us, as this would not leave you enough time to think about our advice or enough time to follow up on the learning materials we advise you to consult to improve your performance.

We are here to help you reach your true potential, so please bring an open mind and a willingness to learn when you come to see us.

To book a One-to-One Tutorial go to the MSC Bookings link on your MyWeb page, MSC bookings/language and learning, and follow the directions.
Academic Skills Building Programme
Each semester the Language and Learning Development tutors offer a 12 session Academic Skills Building Programme. The programme is designed to orientate new students to the academic environment in Waikato Management School. Domestic and international students who are in their first semester are strongly advised to enrol for this programme. The programme offers academic advice and guidance on the following areas:
» 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 contact msc@waikato.ac.nz to learn more about the timing and venue for each semester’s programme.

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 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 12 noon 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 onto a computer. Once you have your Student ID card you can enable your account by going to the computer labs and asking a lab assistant, or logging on to www.myweb.ac.nz and clicking on the “First Time User?” link.

Internet and Email Access
Sending and receiving email is free. Internet use (except when accessing University of Waikato pages) is charged per megabyte. Internet costs are deducted from your Unica$h account each hour.

Your university email account is set up when you first create your computer account. Your email address will be yourusername@students.waikato.ac.nz You can access your email from anywhere via the "My Messages" link on MyWeb.

Ordering Paper Materials on the Web
Some papers require you to order paper materials, such as readings. You can do this via the Shopping Mall on MyWeb. To make an order:
» Log on to MyWeb www.myweb.ac.nz
» Click on the “Shopping Mall” link located 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 enrolled in a management paper has 40MB of space on the WMS server called Titan (T:\ Drive) to store course-related material. You also have 40MB of server space on an ITS server, called Studhome (H:\ Drive). Both drives can be accessed from the Drives folder on lab machines or off-campus via MyWeb. You can also save your work on to CD or USB memory sticks.

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 Computer 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 messages 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 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, use the internet, use photocopiers 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 Library or Campus Copy. 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.

Parking
You may park in any of the general parking areas on campus. Gate 10 on Silverdale Road is a very large general car park which anybody can park in and is close to Waikato Management School.

Please take notice of the permit parking areas. These are for staff only (including Gate 7, Hillcrest Road). If you park in these areas without a permit, your car will be clamped and you will have to pay to get the clamp removed.

Please note that you are bound by the University’s parking and traffic regulations, which can be found in the University of Waikato Calendar [http://calendar.waikato.ac.nz](http://calendar.waikato.ac.nz)

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 NZ institutions that have international students need to comply with the code. Copies of the code are available from the New Zealand Ministry of Education website at [www.minedu.govt.nz](http://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](http://www.waikato.ac.nz/international)

Accident Insurance
The Accident Compensation Corporation provides accident insurance for all New Zealand citizens, residents and temporary visitors to New Zealand, but you may still be liable for all other medical and related costs. Further information can be viewed on the ACC website at [www.acc.co.nz](http://www.acc.co.nz)

Eligibility for Health Services
Most international students are not entitled to publicly funded health services while in New Zealand. If you receive medical treatment during your visit, you may be liable for the full costs of that treatment. Full details on entitlements to publicly funded health services are available through the Ministry of Health, and can be viewed on their website at [www.moh.govt.nz](http://www.moh.govt.nz)

[www.management.ac.nz](http://www.management.ac.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](http://www.immigration.govt.nz).

**Medical and Travel Insurance**

International students must have appropriate and current medical and travel insurance while studying in New Zealand.

**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 e.g. 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.

The WCM has strict deadlines for the online tests so please read the paper outline carefully to make sure you meet these deadlines.

**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.

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 or papers 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. Ask for assistance in the WMS computer labs if you are having problems.

Enrolling in Tutorials
Students enrol in tutorials for Waikato Management School taught papers via MyWeb.
» Log into MyWeb www.myweb.ac.nz
» Click on your paper link
» Click on the ‘Timetable or Groups’ link for each paper
» Click on the radio button next to the tutorial time you want. A window will come pop up telling you which tutorial group you have joined.

www.management.ac.nz
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.

Please note that the University has strict enrolment deadlines that you need to meet. These deadlines can be found on the main University website (www.waikato.ac.nz). Students who do not meet these deadlines may be unable to enrol since their place may be taken by other students.

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 on the internet as sometimes the lecture times for a paper may change. To be sure you have the most up-to-date information, check the site: www.timetable.waikato.ac.nz/

Printing a Timetable
Firstly, make sure you are looking at the 2012 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: ACCT101-12A MCOM102-12A STMG191-12A MKTG151-12A). 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).

In addition to your lectures for each paper, you may need to attend a weekly tutorial (or workshop) for each paper that you are studying. At your first lecture for each paper you will be given a list of tutorial times to choose from. You can then sign up for them using MyWeb. For information see Enrolling in Tutorials under the Enrolment section.

Buying Your Textbooks
Most university papers require you to purchase a textbook. It is best to wait until you go to the first lecture for each of your papers to find out which textbook to buy and whether it is compulsory or recommended only. You can buy your textbooks on-campus from Bennetts bookshop. Students will usually get a discount on textbooks they purchase from Bennetts. You could also be lucky enough to find the required textbook at a second-hand bookshop or advertised on notice boards around the School.

Some papers have required paper readings (an assortment of articles put together by the lecturer) instead of textbooks. These readings can be bought through the Campus Copy shop on-campus.
THINGS YOU NEED TO KNOW

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](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 and this is outlined in the School and University policies. It should be noted that the deadline for applying for special consideration for an exam 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).

Review of Grade
Once your exam marks are final you can apply for a Review of 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 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.

Notes: 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 joined to the MSC).

Note: If MSC is open, DON’T put your assignment in this box! If you do, it may not be cleared until the following morning, and consequently your assignment will be marked as late.

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. 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 Online databases link and is intended to point you to resources that can assist you with gathering information for your assignments.

Types of resources available 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 provides students with access to books, journals/serials/periodicals, microfilms, maps, DVDs/videos, annual reports, databases, group study rooms, lap tops, photocopiers and the Information Commons (a general access computer area). Undergraduate students are issued books for up to one month, short-term loan items for three days and music CDs and videos for two weeks. Books are issued to graduate students and staff for two months. Some journals may not be borrowed from the Library. Students need to check the Library Catalogue as many titles have electronic access. There is also a Course Reserve Collection 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 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 Enquiries 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.

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 4981 for James Revell 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 – 9.00pm
Friday 8.30am – 5.00pm
Saturday 1.00pm – 5.00pm
and Sunday 10.00am – 6.00pm

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 sites like Amazon.com or Google may also assist you with finding other books which may be relevant.

Searching for Journals and Journal Articles
One way to find relevant articles is to use a periodical index. Indices may be in print form or in electronic database format. Electronic versions may include full-text articles and provide a one-stop shop for information resources. Indices point the searcher to the article in the journal which may be available in the Library. Please check the Library catalogue for journal titles. If necessary, you may be able to 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 in information retrieval or accessing information in the disciplines of management or using the internet, please contact the Management Subject Librarian.

School Publications
Waikato Management School’s publication website contains electronic documents (PDFs) of various Waikato Management School publications including a constantly updated version of the Student Handbook. To view, print or order one of these publications please visit www.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) (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.
Te Ranga Ngaku Incorporated – Māori Management Student Network

Te Ranga Ngaku (TRN) is an established Māori network within Waikato Management School. The kaupapa of the rōpu is to encourage whakawhanaungatanga of all Māori students through Manākitanga, Awhi, and Tautoko. TRN is here to support and promote the activities and interests of all Māori management students.

TRN is governed by an executive committee and meets regularly with the Dean, raising issues on behalf of tauira Māori. TRN has a national reputation as being the most active Māori student network in commerce and business, looking after our Māori tauira from study within Waikato Management School to corporate Aotearoa and beyond.

Make sure you are part of the rōpu – come and have a korero, meet the whānau, have a nohi and see what you can be a part of this year, and how TRN can help you.

TRN has its own study room in the Management Student Centre, hold regular network hui, and run initiatives such as the noho marae whakawhanaungatanga, social sports, the haerenga employer networking trip, and the study week wananga.

Whakapiri mai tatou, kia kotahi ai.

To find out more email terangangaku@gmail.com or contact the following people at MSC:

» Māori consultant
» Māori mentors.

AIESEC

Present in over 800 universities in over 90 countries and territories, AIESEC, the world’s largest student organisation, is the international platform for young people to discover and develop their potential so as to have a positive impact on society.

Towards this aim, we provide the AIESEC Experience and run more than 350 conferences, provide 4000 work abroad opportunities, and offer over 5000 leadership positions to our members each year. Together with a focus on building personal networks and exploring the direction and ambition of their future, AIESEC has an innovative approach to engaging and developing young people.

AIESEC in the Waikato is one of four local member committees in New Zealand and is based at the Management Student Centre. AIESEC gives young, action-orientated individuals practical opportunities to develop the skills and awareness necessary to become globally minded, socially responsible leaders of tomorrow through international exchanges and links with the local business community. If students are looking to add another dimension to their undergraduate degree and would like the opportunity to meet new people and gain practical skills, they should join AIESEC.

Email aiesec@waikato.ac.nz for further information, or look out for posters that detail meeting times and venues.
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

» To help students gain insight into opportunities that exist within each major

» To 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 they are also equipped to be successful in it

» And finally, to create a Management Student community that connects students long after they have graduated.

Visit www.management.waikato.ac.nz/wmssa or email wmss.assoc@waikato.ac.nz 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 mobilizes students around the world to use knowledge learned in the classroom to address real world issues in their communities. SIFE students form teams on 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 realizing 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 a global competition: 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. It is the class representative’s role to represent the interests of the class to the lecturer and the department, and also to act as an intermediary between the class as a whole and the department as a whole. Class reps have a very important part to play in making communication possible between their class and academic staff.

The second function of a class rep is to work on committees. Class representatives can be elected to represent student interests on university committees. All representatives attend Subject Committee meetings regularly held in their departments. The Subject Committee is a place for students to air concerns and to consult with other students, and it is the group from which students are elected to the Board of Studies. Class representatives are then elected from the Board of Studies to the Academic Board and other university committees.

The primary role of a class representative is to present, and help resolve, concerns and issues raised by members of the class.

For more information on class representation, visit www.waikato.ac.nz/sasd/enrolment/studrep1.shtml
Things You Need To Know

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.19 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. Two counsellors are available on-campus to provide support and help students adjust to life at university. The counsellors are qualified and familiar with issues affecting students and offer a free service. To make an appointment with a counsellor, phone +64 7 838 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 e.g. dictaphones.

The Disabilities Co-ordinator also liaises with the relevant staff from different departments and divisions to ensure the University is able to provide the best support for individual students. There is an Access Room available where students with disabilities can take a break. For more information on the Access Room, contact the Disabilities Support Staff on +64 7 838 4711 or email disability@waikato.ac.nz

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

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 9.00am – 5.00pm Monday and 8.30am – 5.00pm Tuesday to Friday including student holidays, and is also open any day in which an exam is being held, including Saturdays. The Medical Centre is closed on weekends, public holidays, and over the Christmas to New Year period. To contact the Medical Centre, phone +64 7 838 4037 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 services overnight photos and is the University’s postal agent. The Pharmacy is open Monday to Friday (8.30am – 5.30pm). To contact the pharmacy, phone +64 7 838 4740.

Office of Student Life
The Office of Student Life provides training and support for student representatives, promotes the above services to students (especially first year students), and trains and co-ordinates student volunteers during orientation weeks. To contact the Office of Student Life phone +64 7 838 4466 extn 6264, or email samw@waikato.ac.nz

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 – 5.00pm). 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 telephone 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.

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.
A+=9, A=8, A-=7, B+=6, B=5, B-=4, C+=3, C=2, RP=1

Graduate
A graduate is a person who has been awarded a university qualification. This term is also used for some qualifications like the Graduate Diploma which is a one year qualification for graduate students (or students with sufficient experience/training) who wish to specialise in another subject area.

Lecture
You will normally be required to attend two to four hours of lectures each week for each of your papers. There may be as many as 350 students in a lecture. The lecturer stands at the front of the lecture theatre and speaks, writes on the board, shows overheads, videos etc while you listen and note down the most important information. These notes are important as they form the starting point from which you’ll do further research to complete assessments and/or exams.

Major
A major is the main subject/s in which you specialise for your undergraduate degree. To specialise in a subject you study it to a higher level ie 300 or 400 level and must fulfil specific requirements to pass.

Masters
A masters degree is an advanced qualification that normally builds on an honours degree. Some masters degrees, such as the Master of Management Studies, are specialist degrees that allow concentrated study of one subject area. Other masters degrees, such as the Master of Business and Management and the Master of Business Administration, are generalist degrees that cover a range of subject areas.

Paper
A paper is similar to a subject at secondary school. To complete each paper you will be required to participate in a range of lectures, tutorials and group work and pass specified assessment tasks/activities.

Paper Assessment Requirements
To be eligible to pass Undergraduate papers you should normally achieve a minimum grade of D in the internal assessments 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.
THINGS YOU NEED TO KNOW

Paper Levels
100 level papers are normally introductory, exposing you to the scope of the topic and its terminology and preparing you to proceed in the subject or in related subject areas.

200 level papers normally develop the theory and methodology of the topic or subject as a framework for later synthesis or evaluation of material.

300 level papers rely less on structured teaching and assessment and require greater student participation both in timetabled classes and through seminars and workshops. More self-directed learning and a greater degree of intellectual flexibility are expected.

400 level papers usually have a greater emphasis on critical thinking regarding the theories and models of the subject concerned, providing a foundation for study at graduate level.

500 level papers are informed by the leading edge literature of the subject area and are practice relevant.

Points
Points are the way in which the University measures papers and qualifications. Each paper is given a point value, normally 15 points at 100 level, 20 points at 200-400 level, and 30 or 15 points at 500 level. Each qualification, and part of qualifications, has regulations about the number of points to be completed at specified levels to pass. For example, a bachelors degree is worth between 360 and 480 points and the major within the degree is normally worth 120 points and you have to take a certain number of points at a certain number of levels. One year of full-time study is normally 120 points.

Postgraduate
Postgraduate refers to advanced study above undergraduate level.

Prerequisite
A paper that is listed as prerequisite for a specific paper is one which must be passed before enrolling in the specific paper. Usually the prerequisite paper develops essential skills or knowledge necessary for undertaking the specific paper.

Programme of Study
The papers that you are enrolled in each year make up your programme of study for that year. Undergraduate first year programmes will involve seven or eight papers.

Qualification
An official record of achievement awarded on the successful completion of a degree, diploma or certificate.

Regulations
Regulations are the rules or requirements that are stated in the University of Waikato Calendar and relevant Student Handbook, which must be fulfilled to pass a qualification.

Restriction
Restricted papers share a significant amount of common content. You may only undertake one of the restricted papers, for example, STMG324 is restricted for STMG424, so you would have to choose whether you took 324 or 424 as you could not do both.
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: That 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 starting with 5)

### MANAGEMENT STUDENT CENTRE

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# DEPARTMENT OF TOURISM & HOSPITALITY MANAGEMENT

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