WELCOME TO WAIKATO

In 2014, the University of Waikato celebrated 50 years of teaching and research excellence. From very modest beginnings in 1964, the University of Waikato is now one of the world’s leading universities, and the university of choice for more than 12,000 students annually.

In 2015, the University enters a new era with the appointment of our fifth Vice-Chancellor following the retirement of Professor Roy Crawford who held the position for 10 years.

Moving forward, we are constantly developing our campus to further enhance the learning environment of our students. This is evident with the construction of the new multi-million dollar Law and Management building, which will create a trio of iconic campus facilities including the Gallagher Academy of Performing Arts and the Student Centre.

Research is our lifeblood at the University and we punch above our weight in research commercialisation. The University is one of New Zealand’s major research organisations, playing a key role in the local economy and making a significant contribution to the national innovation system. We have six research institutes, and postgraduate students who are continually contributing to regional, national and global research.

Businesses and organisations today need innovative people and the University of Waikato is dedicated to graduating outstanding students who are committed to “making a difference”.

To prepare students for the job market we provide work experience while they study, and many courses have components that mirror real-life situations so they are prepared for the challenges they face in the workplace.

The University of Waikato provides a dynamic, culturally diverse and inspiring environment for our student population so that when you leave this university you will be well prepared for the challenges that lie ahead.
WELCOME TO WAIKATO MANAGEMENT SCHOOL

Waikato Management School is the business school of choice, respected nationally and internationally for our influential practice, relevant research, quality teaching and commitment to excellence.

At the heart of our business is transformation – our purpose is to transform minds, careers and organisations. Our international connections mean our teaching and research is always at the cutting edge of best practice and our engagement with our commercial and professional stakeholders means our students are learning practical knowledge and skills.

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

The 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 the world’s oldest assessor of business education, AACSB International (the US-based Association to Advance Collegiate Schools of Business), EQUIS (European Quality Improvement System), and AMBA (The Association of MBAs). Only one per cent of the world’s business schools have met the strict standards of all three accreditation bodies.

Associate Professor John Tressler
ACTING DEAN, WAIKATO MANAGEMENT SCHOOL
## TEACHING AND ASSESSMENT PERIODS 2015

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**Note(s):** Enrolment deadlines may be subject to change. Please refer to the [2015 University of Waikato Calendar](http://calendar.waikato.ac.nz/) online at [http://calendar.waikato.ac.nz/](http://calendar.waikato.ac.nz/)
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WAIKATO MANAGEMENT SCHOOL
SERVICES AND FACILITIES

Management Student Centre (MSC)

The Management Student Centre (MSC) is here for you. We can help you make the best choices for your programme of study; we can support you as you navigate your way through all the regulatory requirements and we can answer your questions about changing enrolment, graduating and more. We also work behind the scenes approving enrolments, programmes and paper choices. The Management Student Centre provides a place for you to meet, study, use resources (such as photocopying) and hand-in and pick-up assignments.

We can be a little tricky to find as we are currently located in MS1 (go past the ELT lecture theatre and out the door to the other side so parallel to Hillcrest Road). MSC is open from 8.45am to 4.45pm, Monday to Friday. One of the best times to pop in is during Open Advice Day on Wednesday’s from 10am to 2pm.

CONTACT US BY:
Phone: +64 7 838 4303
Email: msc@waikato.ac.nz
Website: www.management.ac.nz/msc

MSC Provides:
» Information for prospective students
» Orientation for students
» Enrolment and programme advice
» Entry and re-entry decisions
» Academic support for students through its Language and Learning Development Team
» Assignment hand-in and collection place
» Photocopying facilities
» Space for group and individual work, including several student computers
» Support for Waikato Management School students based at the Tauranga Campus
» 499 Administration.

Language and Learning Development Unit Support

Language and learning development support is offered to all Waikato Management School students who wish to use the service – and it’s free. Language and Learning Development tutors offer advice and guidance with writing, reading, and oral tasks, and they can also help you to come to terms with academic skills such as mastering APA referencing and avoiding plagiarism. Their philosophy is very much one of helping you to help yourself.

Language and Learning Development tutors are there to help you reach your true potential, so please bring an open mind and a willingness to learn when you come to see them.

One-to-One Tutorials

One-to-one tutorials are available and last for 30 minutes. In that time, tutors can help you with written or oral assignments. Tutors can offer advice and guidance on ways to improve your language and learning skills but, in line with the philosophy of helping you to help yourself. They will not simply correct your work for you or tell you what to include in your assignments. In addition, please remember that these tutors are not experts in the content of the papers you are studying. They are language and learning experts and it is language and learning skills they aim to develop in you.
HELPING YOU TO HELP YOURSELF

For a one-to-one tutorial involving written coursework you can bring either:
» A marked assignment, with the marking schedule/guidelines and any notes/comments from your lecturer/tutor
» The outline plan for an assignment which has not yet been submitted and marked, and the assignment guidelines, or
» Your first draft of an assignment which has not yet been submitted for assessment, and the assignment guidelines.

Tutors will not look at assignments that are due on the same day as your appointment, as this would not leave you enough time to think about their advice or to follow up on the learning materials they advise you to consult to improve your performance.

To book a one-to-one tutorial go to the MSC Bookings link on MyWeb: MSC bookings/language and learning, and follow the directions.

Learning to Succeed Workshops
This programme will give you a strong start to support your academic journey or help you get on track. If you are new (and even if you are not) we strongly recommend you grab this opportunity, as it will give you a great foundation upon which you can build your academic skills.

The programme is offered each semester by the Language and Learning Development tutors and is run over 8 to 10 sessions. The programme is predominantly designed to orientate new students to our academic environment. In particular, the programme offers academic advice and guidance on topics such as:
» APA referencing conventions and practice
» Case studies
» Constructing a ‘Western-style’ academic essay
» Critiques
» Exams and tests
» Group work
» Literature reviews
» Oral presentations
» Report writing
» Using the ideas of others correctly in your writing: paraphrasing, summarising and direct quotation
» Using the ideas of others correctly: referencing your sources and avoiding plagiarism
» Your lecturers’ expectations.

You will be told about these sessions at Orientation, but you can also check dates, times and topics online and enrol yourself via your MyWeb page under the link MSC Bookings/Language and Learning Workshops.

International Students
MSC staff are available to support all students, and can normally answer most questions though they may liaise with, or direct you to, the University International Services Office located in the Student Centre. This team oversees international orientation for new students, immigration requirements and student visas, medical and travel insurance, international government scholarships, study abroad and exchange, and international student events.

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.

The Code of Practice for the Pastoral Care of International Students aims to make sure international students are well looked after, informed, safe and properly cared for. All New Zealand institutions that have international students need to comply with the code. Copies of the code are available from the New Zealand Qualifications Authority website at www.nzqa.govt.nz The University of Waikato
International Services Office website provides extensive information for international students visit www.waikato.ac.nz/students/international

**Accident Insurance**
The Accident Compensation Corporation (ACC) provides accident insurance for all New Zealand citizens, residents and temporary visitors to New Zealand, but you may still be liable for all other medical and related costs. Further information can be viewed at 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 at www.moh.govt.nz

**Immigration**
Full details of visa and permit requirements, advice on rights to employment in New Zealand while studying, and reporting requirements are available through the New Zealand Immigration Service, and can be viewed at www.immigration.govt.nz

**Medical and Travel Insurance**
International students (including group students) must have appropriate and current medical and travel insurance while studying in New Zealand.

**Programme Advice**
Even if you think you know what you want and need, it can be extremely useful to get some expert help to ensure that you make great choices, as well as meet all the regulatory requirements for a qualification and/or subject.

MSC staff are available to help you by providing customised programme advice, answering questions, referring you to subject experts in departments, and assisting with problems. Pop along to the Open Advice Day held every Wednesday from 10am to 2pm, or visit the MSC front counter if you need to see someone right away.

There are also rules around working in overload (so you can manage your workload and still succeed), and implications for some choices. For example studying S, A, B and T may affect your Studylink allowances visit www.studylink.govt.nz or the campus expert – Nadine Hayes in the Enrolment Office for further information.

**The University of Waikato at Tauranga**
We offer a selection of papers through the University of Waikato at Tauranga. These papers may be taken towards a BMS, BBA(Fin) or BTour(THMgt) degree or a graduate diploma.

Programme advice is also available for Tauranga-based students and you can visit Anne-Marie Kell who works at the Bongard Centre. If you would like an appointment please send an email to amkell@waikato.ac.nz and include the details of your previous and current study and what advice you are seeking, or call +64 7 577 0620, extn 5158. Alternatively, MSC staff visit the Tauranga campus (Bongard Centre) during the term. Current students can book an appointment online via MyWeb: MSC Bookings, Tauranga Programme Advice. For any queries please contact MSC at msc@waikato.ac.nz or phone 0800 WAIKATO extn 4303 or +64 7 838 4303.

Students completing the New Zealand Diploma in Business at Bay of Plenty Polytechnic may transfer to the University of Waikato at Tauranga to complete the following degrees:

» Bachelor of Management Studies (majoring in Accounting, Finance, Marketing, Public Relations or Tourism Management)
» Bachelor of Business Analysis – Financial (majoring in Accounting or Finance)
» Bachelor of Tourism – Tourism and Hospitality Management (majoring in Tourism Management).

Students who wish to major in another subject area will need to transfer to the Hamilton campus.
HELPING YOU TO HELP YOURSELF

Programme Overview

Undergraduate Study
Undergraduate study is entry level education that provides the fundamental building blocks of university study and the foundation for your future career. Choices of programmes include bachelors degrees, certificates and diplomas.

Each bachelors degree has a different 'make-up' so you can select a programme according to your interests and future ambitions. You can choose our general management degree – the Bachelor of Management Studies (BMS) or one of our specialist management degrees – the Bachelor of Business Analysis-Financial (BBA(Fin)), the Bachelor of Communication Studies (BCS), the Bachelor of Electronic Commerce (BECom) or the Bachelor of Tourism (Tourism & Hospitality Management) (BTour(THMgt)), or our newest specialist programme, the Bachelor of Entrepreneurship (BEntre).

The BMS provides you with comprehensive training in all areas of management plus the opportunity to specialise in professional subjects and provides you with a wide range of future career opportunities. The BBA (Fin) is a specialist financial management degree, the BCS a specialist communication degree, the BECom a specialist electronic commerce degree, the BTour a specialist Tourism and Hospitality Management degree, and the BEntre a specialist Entrepreneurship degree.

Certificates and diplomas are shorter programmes that are similar to the first or second year of a bachelors degree and both take one year of full-time study.

Graduate Study
Admission to graduate study requires either a bachelors degree or significant relevant work experience. Choices of programmes include graduate certificates and graduate diplomas and normally take either one semester or one year of full-time study. These programmes can enhance a bachelors degree or complement previous work experience or provide relevant study experience for postgraduate study.

Postgraduate Study
Postgraduate study can differentiate you in the job market or provide a pathway to doctoral study. You can choose from masters programmes that have a professional or research focus – the Master of Electronic Commerce (MECom), the Master of Management Studies (MMS), the Master of Professional Accounting (MPAcct), the Master of Professional Management (MPM); or one of our general management programmes the Master of Business Administration (MBA) and the Master of Business and Management (MBM). Other choices of programmes include honours degrees, postgraduate certificates, and postgraduate diplomas.

Professional programmes such as the MPM or MECom Professional Stream build on an undergraduate education in management or business. The research focused programmes, the MMS and the MECom Research Stream build on specialist undergraduate study in an area of management. Research focused programmes provide an ideal preparation for doctoral study.

The general management programmes build on undergraduate study, but do not require commerce, business or management undergraduate degrees. The MBM requires no management experience and provides a comprehensive general management programme that complements your undergraduate study whether it be in the field of science, law, social sciences, engineering, computer science or whatever. Alternatively, the MBA requires five years of relevant managerial experience and is a programme designed for those aspiring senior leadership roles.

Honours degrees and postgraduate certificates and diplomas are normally one year of full-time study and masters degrees are normally one to two years of full-time study depending upon your admission criteria and programme choice.

Higher Study
A doctoral degree (PhD) gives students extensive knowledge in their chosen fields and trains them to do original and meaningful research preparing them to function as a member of a teaching faculty.

www.management.ac.nz
Computer Account – MyWeb

Once you have formally enrolled in a management paper or programme, your computer account is automatically created.

A computer account consists of a personalised username and a password. You need both of these to log-on to a computer. Once you have your Student ID card you can enable your account by going to the computer labs and asking a lab assistant, or logging-on to www.myweb.ac.nz and clicking on the ‘First Time User?’ link.

MyWeb

MyWeb is your personalised portal and is a one-stop website for Waikato Management School students.

MyWeb provides access to: your papers including paper outlines, paper messages from teaching staff, assessment, enrolling in tutorials and more; databases, email, language and learning support, change of enrolment, assurance of learning ‘My Portfolio’ link, contact details for staff.

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 explore the useful personalised links. Make sure you check out the Learning Resources and Admission and Enrolment tabs while you are there.

For any off-campus computer enquiries you can contact the Waikato Management School Helpdesk at wms_helpdesk@waikato.ac.nz or phone 0800 454 599.

Internet and Email Access

Sending and receiving email is free. Lightwire is the internet provider on campus and you are given some free usage each month, and of course you can always purchase more.

Your university email account is set up when you first create your computer account. You can access your email from anywhere via the ‘My Messages’ link on MyWeb. Your email address will be yourusername@students.waikato.ac.nz

Ordering Paper Materials on the Web

Some papers require you to order paper materials, such as readings. You can do this via the Shopping Mall on MyWeb. To make an order log on to MyWeb and click on the ‘Shopping Mall’ link located under the ‘University’ links and follow the instructions.

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 normally located in MS6 to help with computer problems; there is normally 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). For 2015, check the noticeboards in each area for details of assistance, as there may be disrupted service due to building works. You can also use the computers in the Information Commons situated in the Student Centre.

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.
HELPING YOU TO HELP YOURSELF

Saving, Printing and Logging-Off
Every student has 2GB of space on a server called StudHome (H:\Drive) to store course related material. StudHome (H:\Drive) can be accessed via MyWeb under the My Documents pane. You can also save your work onto CD or USB memory stick.

We recommend that you regularly backup your work to a CD, USB or on a server.

When you print your work in the labs you are charged per page. Printing charges are automatically deducted from your Unica$h account. Check the signs in the computer labs for a list of printing charges. Duplex (double-sided printing) is the normal default setting. A colour printer is also available in the labs.

It is very important to remember to log-off after you have finished using a computer, otherwise someone else could, for example, send emails under your name, or use the funds in your Unica$h account. To log off at the end of your session, simply double-click the ‘Log-Off’ icon on the desktop (the main screen).

Student ID Card
In addition to after-hours access you can also use your Student ID card for access to Library services, printing and photocopying. You need to activate your Student ID before you can use it by going to a kiosk in the computer labs.

Unica$h Account
Your Unica$h account allows you to print your work and use the online Shopping Mall. You can check your account balance at any time by looking under the ‘My Balances’ pane on MyWeb. When you use your Student ID card, costs are deducted from your account.

To add funds to your account you can use EFTPOS, credit card or visit the Waikato Student Centre (Library) or WaikatoPrint. 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.

WHILE YOU ARE STUDYING

Free Competency Modules
We want you to get the best experience while you are with us and gain as many skills and competencies that will help you as you move into your career. We and our business stakeholders believe these competencies are vital outcomes for our graduates. So to add value to your learning experiences, we currently have three free competency modules that are required for some programmes. Check your degree regulations under your qualification to see if your programme has this requirement.

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 both now, and in your future workplace.

The module consists of a series of online learning materials, a required text and online tests.

You need to pass the WCM in your first year at Waikato Management School, otherwise you will be required to take a writing paper which could affect your programme planning.

The WCM link will appear as a paper link on MyWeb. If you do not see this link when you first log-on please let MSC staff know so we can add it to your programme of study.

Computer Competency Modules (CCM)
In addition to academic work, we place great emphasis on our students' ability to access information and use applications on computers.

www.management.ac.nz
To successfully complete the CCM you must satisfactorily complete multiple-choice online tests in:
- General knowledge of Waikato Management School computer systems
- Information Literacy
- Microsoft Word
- Microsoft Excel
- Microsoft Powerpoint.

The tests are accessible from MyWeb.

Each test consists of a number of questions chosen at random from a bank of questions on that subject. You may attempt each test as often as you like until you pass. More details are available from the CCM website – it is available once you enrol in the CCM paper.

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 covers the topics of planning your career, CV and cover letter writing, interviewing skills and employment rights and obligations. You need to complete the four workshops that are provided.

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).

Further workshops may be added as the ESM is developed, so check the MSC notice board for up-to-date information.

Enrolment
The University year is split into semesters, A and B are standard semesters, and S (Jan-Feb) and T (Nov-Dec) are short six to eight week Summer School semesters. A normal workload for A and B Semesters is 60 points per semester and the maximum workload for Summer School is 40 points (or 30 points for 500 level papers).

Please note that not every paper offered in A and B semester is also taught in Summer School, so you need to choose your papers carefully if you intend to enrol in a Summer School semester.

If you decide to study in S, A, B and T semesters this may affect your Studylink eligibility and allowances – you should check with Studylink (www.studylink.govt.nz) or the campus expert – Nadine Hayes in the Enrolment Office before you enrol in Summer School.

Policies and Regulations
Enrolment requires compliance with the regulations and requirements contained within this handbook, and 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
HELPING YOU TO HELP YOURSELF

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

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

Change of Enrolment
If you wish to withdraw or change a paper(s) in your programme of study, you have until the second Friday of A and B semester to do so with a full refund of fees. Students may also withdraw up until the sixth Friday of the teaching semester (A and B semesters only) but without any refund of fees. However, if you are taking 500 level papers or above, you should talk to MSC staff. Please enquire with MSC for Summer School change of enrolment dates, or check the University of Waikato Calendar visit http://calendar.waikato.ac.nz

You can also make changes to your qualification. To request a change, go to MyWeb, click on the Admin and Enrolment tab in the centre of the screen and choose the Change of Enrolment link, then follow the instructions.

Enrolling in Tutorials
Students must enrol in tutorials for Waikato Management School taught papers via MyWeb.
» Log-in to MyWeb at www.myweb.ac.nz
» Click on your paper link
» Click on the 'Timetable or Groups' link for each paper
» Click on the radio button next to the tutorial time you want. A pop-up window will confirm which tutorial group you have joined.

Re-enrolling and Re-entry
You need to re-enrol for each year of study at Waikato Management School. You can apply to re-enrol online through MyWeb. To see the papers for the following year visit: www.management.ac.nz/handbook/paperdetails

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.

You've Finished – Applying to Graduate
All your qualification and subject regulations have been met and all your results are in – you can now apply to graduate online, visit www.waikato.ac.nz/sasd/graduation/apply.shtml

If you are still waiting for some results then you can apply in anticipation to graduate, but make sure you tell MSC staff that you require a completion to save time. If you forget, don’t worry, the Graduation Office will contact MSC and ask for a completion to be done for you, it just might delay the process a bit.

The regulations that you need to meet are normally associated to the time that you began your enrolment in the programme. This means if you began your programme prior to this year you can usually complete under the regulations set when you first enrolled. However, it might be possible to complete under the new regulations – talk to MSC if you are thinking about this. Past regulation information is available in previous Student Handbooks which are available online, visit www.management.ac.nz/handbook

Papers
This section includes information about paper codes, points and efts values, compulsory papers, passing papers, progression rules, timetable and more.
Paper codes

Paper codes contain information about the subject, level and timing of the paper. For example the paper FINA311-15A(HAM) can be broken down as shown.

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA</td>
<td>This is the subject code, in this case Finance.</td>
</tr>
<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>15A</td>
<td>This is the year and semester indicator that tells you when the paper is taught, in this case 2015 A Semester.</td>
</tr>
</tbody>
</table>

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 – November)
- C, D, E etc = Special time-frames that are different to S A B T and Y.

(HAM) Where the paper is taught, in this case Hamilton (HAM).
Other indicators include:
- TGA = Tauranga
- NET = Internet

Points and EFTS Values

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>0.1250</td>
</tr>
<tr>
<td>200</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>300</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>400</td>
<td>200 hours</td>
<td>20</td>
<td>0.1667</td>
</tr>
<tr>
<td>500</td>
<td>150-300 hours</td>
<td>15 or 30</td>
<td>0.125 or 0.25</td>
</tr>
</tbody>
</table>

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

Compulsory Papers

Some papers are core or compulsory and these are normally key papers that must be passed as part of a particular qualification or subject. Compulsory papers for your qualification are shown on the qualification planners and compulsory papers for subjects are listed in the regulation statements under the relevant subject area.

Passing Undergraduate Papers and Progression Requirements

To be eligible to pass undergraduate papers you need to complete all compulsory assessments and achieve a minimum grade of D in the internal assessment and the final examination, with an overall grade of C. Also, you must pass at least 60 points at 100 level before progressing to and enrolling in 200 level papers, and at least 180 points including 60 points at 200 level before progressing to and enrolling in 300 level papers.

Some papers have prerequisites, corequisites and/or restrictions so careful programme planning is essential.
Using the Online Timetable

Just before the beginning of the semester it is a good idea to check your timetable online as sometimes the lecture times for a paper may change. To be sure you have the most up-to-date information, check the site: http://timetable.waikato.ac.nz

If you want to keep a copy of your timetable use the ‘Create a Timetable’ link and follow the online instructions – you may prefer to see all possible events, or you can use the limit and add your individual events to your printed or electronic copy separately.

Buying Your Textbooks

Most university papers require you to purchase a textbook. It is best to wait until you go to the first lecture for each of your papers to find out which textbook to buy and whether it is compulsory or recommended only. You can buy your textbooks on campus from Bennetts Bookshop. Students will usually get a discount on textbooks they purchase from Bennetts. You could also be lucky enough to find the required textbook at a second-hand bookshop or advertised on notice boards around the School.

Some papers have required paper readings (an assortment of articles put together by the lecturer) instead of textbooks. These readings can be bought through the Waikato Print shop on campus.

Assignments

The Language and Learning Development Support team (see page 5) is a useful resource you can access, or you can look under the Learning Resources tab on your MyWeb page, which includes information about databases, links to the library, links to Language and Learning resources and more.

Internal Assessment and Examinations

You should make yourself familiar with the School and University policies on Assessment. School policy is found in the Quality Assurance Manual, which is accessible to all students as a link from the electronic paper outline via your MyWeb page. University policy is found in the University of Waikato Calendar or online at http://calendar.waikato.ac.nz/assessment/assessment.html

An important thing to be aware of is that once students have sat their final exam or handed in their final assessment they are advised not to contact their lecturers at any point to discuss their provisional grades. Students need to direct all communication regarding their grades directly to the University’s Assessment Office.

It is possible to apply for special consideration or make alternative arrangements with respect to assessment and this is outlined in the School and University policies. Please note that the deadline for applying for special consideration for an exam or internal assessment is usually within three days of the assessment due date and must be accompanied with written evidence (for example a medical certificate that has to be dated within 24 hours of the exam or missed assessment date).

Review of Grade

Once your exam marks are final you can apply for a review of your grade if you think there has been some mistake made in the process of calculating the final grade you received. The deadline for a review of your grade is 14 days after the final exam marks are made available.

Submitting Assignments Electronically

We provide 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 required to be printed.
Submitting Assignments by Paper
If you are instructed to hand-in your assignment you must attach a cover page. It will not cost you anything to print the cover page as the cost is covered by the School. Access the My Cover Sheets link on MyWeb and follow the instructions. Electronically submitted assignments automatically have this cover page attached.

Once 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 labelled with your paper code). 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 hand-ed in their assignments.

Plagiarism
Plagiarism is a serious offence and disciplinary action will be taken against those students who submit work that is not their own, this may include not referencing your work, or having work that is unusually similar to your class mate or a previous student. Visit our Language and Learning support team to learn about how to avoid plagiarism. Once your assignment has been electronically submitted it is run through a plagiarism software tool called Turnitin. This software easily identifies any similarities between students’ assignments and helps assure academic staff of your learning and 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.

Submitting Late Assignments
Handing assignments in after the submission time may incur late penalties, such as deducted marks or a lower grade. As each paper may differ in the number of marks deducted, it is best to consult your paper outline, or contact the paper convenor. If you do hand-in your assignment late, it must still have a bar-coded cover-page, and you must hand it directly to a staff member at the MSC front counter. They will stamp it with the time and date it was handed in, add it to the assignment database and then send it on to the appropriate paper convenor.

Note(s): If you need an extension or wish to discuss a late assignment, it is your responsibility to contact the paper convenor and explain your situation and request an extension. If you don’t know where the paper convenor’s office is, you can search the Staff Directory from your MyWeb page, or ask MSC counter staff, or the School’s Receptionist.

Handing in Assignments After-hours
If you need to hand-in your assignment and MSC is closed, you can place the assignment in the after-hours box, which is cleared each weekday morning. You will find this box by the set of double doors leading onto the open walkway from ELT (Eastside Lecture Theatre – the building adjoined to the MSC).

Note(s): If MSC is open, DON’T put your assignment in this box! If you do, it may not be cleared until the following morning, and consequently your assignment will be marked as late.

Marked Assignments
Some assignments are marked electronically, and some are printed, marked and handed back. Assignments might be handed back to you during class time, or might need to be collected from MSC you will need to bring photo ID with you. 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 for pick-up.
HELPING YOU TO HELP YOURSELF

The Library
The Library is an important resource that you will access during your study with us. Make the most of the resources that it offers by making sure you understand how to access the information. You can go along to a Library orientation tour usually held at the beginning of each semester; these give a brief introduction to the Library and its services. You can also attend a tutorial programme normally 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 internet. These tutorials are highly recommended for getting the most out of the Library and your time with us.

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. You can also meet with the Management Subject Librarians.

For further information on the Library, including opening hours, you can visit www.waikato.ac.nz/library or visit via the link in the Learning Resources tab on your MyWeb page.

Student Concerns and Complaints
Students are encouraged to raise matters that are causing them concern so that they can be addressed, and so that the service we provide you can be improved. You can talk to your class representative, or contact your student representatives on the Faculty of Management Board (ask MSC staff for their contact details).

There is also a Student Concerns and Complaints Policy that 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

If you are not sure what to do, contact MSC for advice.

STUDENTS HELPING STUDENTS

Student Representatives – Class and Committees
Students in each paper elect one or two class members as class representatives. Class reps have two functions. The first function is liaison representing the interests of the class to the lecturer and the department, they also act as an intermediary between the class and the department. 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 reps can be elected to represent student interests on university committees. All representatives attend Subject Committee meetings regularly held in their departments. The Subject Committee is a place for students to air concerns and to consult with other students; it is the group from which students are elected to the Faculty Board, the University’s Academic Board and some other university committees.

The primary role of a representative is to present and help resolve collective concerns and issues raised by student members.

For more information on class representation, visit www.waikato.ac.nz/sasd/enrolment/studrep1.shtml
Student Organisations

There are a range of student organisations that can add to your student experiences on campus and some of them are listed below.

AIESEC
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.

Social Innovation: Waikato
Social Innovation Waikato aims to “unleash potential through entrepreneurial social action which transforms and empowers”. Students work with business advisers and people in the community to create projects which contribute towards alleviating social, economic, environmental and/or cultural needs with a view to making a sustainable difference.

Te Ranga Ngaku (TRN) – Māori @ Management Student Network
TRN is an established network within Waikato Management School. Membership is open to any Māori student studying at the Waikato Management School. The kaupapa of this rōpu is to encourage whakawhanaungatanga of all Māori students through manākitanga, awhi, and tautoko. The vision of TRN is to foster academic achievement and excellence amongst Māori management students.

To find out more, email terangangaku@gmail.com or find us on Facebook—Te Ranga Ngaku Incorporated.

Waikato Management School Student Association (WMSSA)
WMSSA is a management students’ association aimed at supporting and connecting students to the business world by providing networking and mentoring opportunities. The Student Association delivers this through networking evenings, guest speakers, a mentoring service and other support services.

Email wmss.assoc@gmail.com for further information.

Other Student Groups
» Beta Alpha Psi
» Human Resources Student Association
» Management Communication Students’ Association
» Waikato Association of Korean Students.
HELPING YOU TO HELP YOURSELF

THE UNIVERSITY OF WAIKATO SERVICES AND FACILITIES

In addition to the services offered by Waikato Management School, the University of Waikato also offers a range of support services to ensure your time here is hassle-free. Some of these services are listed below, but you can also visit www.waikato.ac.nz/students/choose-waikato/student-support.shtml

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 the Gateway (Gate 5, Hillcrest Road), reception is located downstairs phone +64 7 838 4466 extn 4439 or email careers@waikato.ac.nz

Counselling Services
The Student Counselling Service is located in the Student Services building, behind the Chapel, off the Gate 1 car park. Counsellors are available on-campus to provide support and help students adjust to life at university. The counsellors are qualified and familiar with issues affecting students and offer a free service. To make an appointment with a counsellor, phone +64 7 838 4307 or email student_services@waikato.ac.nz

Disability Support Service
The Disabilities Co-ordinator is available as a contact person to provide information and disability support, including for those who are suffering a temporary disability. Assistance might include enrolment matters, campus maps and information, parking permits, access to lecture information, seating in lecture theatres, examination assistance, alternative formatting for printed material, note taking, computer support, advice and specialised equipment eg. Dictaphones. The Disabilities Co-ordinator is located in the Student Services building, phone +64 7 838 4711 or call in at room CHSS.G.26.

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. There is also a pharmacy located on-campus at the Village Green shopping complex.

Sport and Leisure Facilities

The University Recreation Centre (UniRec Centre) is a great place to get involved in sport or leisure activities. Located on-campus, off Gate 1 Knighton Road. UniRec 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 to 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 phone 0800 WAIKATO, fax +64 7 838 4370, or email info@waikato.ac.nz

Student Parking

You may park in any of the general parking areas on campus. Gate 10 on Silverdale Road is a very large general car park in which anybody can park and is close to Waikato Management School.

Watch out for the permit parking areas as these are for staff only – illegally parked cars are clamped, and a fee is payable to remove the clamp.

Please note you are bound by the University’s parking and traffic regulations, which can be found in the University of Waikato Calendar at http://calendar.waikato.ac.nz
HOW TO GET INTO WAIKATO

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 visit http://calendar.waikato.ac.nz/admission/admissionstatute.html

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. For further information visit www.waikato.ac.nz/sasd/enrolment/credit

SPECIFIC PROGRAMME ADMISSION REQUIREMENTS

Undergraduate Programmes
There are no additional admission requirements for any of the following programmes:
» Bachelor of Business Analysis – Financial
» Bachelor of Communication Studies
» Bachelor of Electronic Commerce
» Bachelor of Entrepreneurship
» Bachelor of Management Studies
» Bachelor of Tourism – Tourism and Hospitality Management
» 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.

Honours Programmes
You can apply for admission if you meet all of the relevant following requirements:

Bachelor of Management Studies with Honours
» Gained 360 points towards your BMS at Waikato Management School
» Passed all the compulsory papers up to and including 300 level
» Achieved a B average (Grade Point Average (GPA) above 5.5) or better over at least 220 points in papers above 100 level.

Provisional entrance will be considered for those who have completed at least 340 points.

Bachelor of Business Analysis with Honours – Financial
» Been awarded the BBA(Fin) degree at the University of Waikato, or a qualification considered equivalent by the Academic Board, and
» Achieved a B average in the specialist subject area you intend to take for honours.

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, and
» Achieved a B average.
HOW TO GET INTO WAIKATO

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, and
» Achieved a B grade average in the specialist subject area you intend to take at honours level.

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

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

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

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

Masters Programmes
If your qualifications are from a tertiary institution outside New Zealand, the University's Student and Academic Services Division will evaluate your qualification's standing within New Zealand.
You can apply for admission if you meet the relevant following requirements:

Master of Electronic Commerce
You have:
» completed a BECom, or equivalent from another university, or
» completed graduate study in either an honours degree, or postgraduate diploma in a relevant subject area (at least 120 points), and
» satisfied the requirements to study the chosen subject at graduate level, normally a B grade average for the research stream and a B- grade average for the professional stream.
If you wish to enrol, your first step is to consult an adviser in our Management Student Centre (MSC).

Master of Management Studies
You have:
» completed a BBA(Fin), BBA(MgtSt), BCS, BECom, BMS, BTour(THMgt), or equivalent from another university, or
» completed graduate study in either an honours degree, or postgraduate diploma in a relevant subject area (at least 120 points), 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 our Management Student Centre (MSC).
HOW TO GET INTO WAIKATO

Master of Professional Accounting
You have:
» completed a bachelors degree, and satisfied the requirements to study at graduate level, normally at least a B- grade average in papers for your final year of enrolment.
If you wish to enrol, your first step is to consult an adviser in our Management Student Centre (MSC).

Master of Professional Management
You have:
» completed a BBA(Fin), BBA(MgtSt), BCS, BEntre, BECom, BMS, BTour(THMgt), or equivalent commerce, management or business degree in any area from another university, or a bachelors degree in a relevant specialist area (for example, agribusiness, finance or communication), and
» satisfied the requirements to study at graduate level, normally a B- grade average in papers for your final year of enrolment, or
» completed graduate study in either an honours degree or postgraduate diploma in a relevant subject area (at least 120 points), and achieved a B- grade average.
If you wish to enrol, your first step is to consult an adviser in our Management Student Centre (MSC).

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

Master of Business Administration
For the 120 point programme you have either a:
» BMS(Hons) with at least Second Class Honours (first division), or equivalent degree, or
» Postgraduate Diploma in Management Studies with a B+ average, and
» At least three 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 or
» Adequate training, experience and ability to proceed with the MBA, and
» At least three years’ relevant work experience in a managerial or related role.

Master of Business and Management
You have:
» A University of Waikato bachelors degree, or equivalent qualification(s) from a recognised tertiary institution, in any subject area, and
» have been accepted by the Dean of Waikato Management School who will have consulted with the Associate Dean Enterprise.
Your acceptance into the programme might be subject to the completion of any qualifying papers, or additional work as may be required, either prior to your admission or concurrently.

Postgraduate Diploma in Management Studies
You have either a:
» Bachelors degree, or
» Tertiary or relevant professional qualification, and
» At least three years’ relevant work experience in a managerial or related role.
In some cases the requirements for formal degree qualifications can be waived where relevant practical experience is deemed to offset a lack of prior tertiary study.

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

www.management.ac.nz
BACHELOR OF MANAGEMENT STUDIES

Successful business leaders need a comprehensive understanding of all of the key areas of management. The Bachelor of Management Studies is designed to give you more than just a standard commerce degree.

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

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

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

DEGREE PLANNER – Bachelor of Management Studies (BMS)

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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COMPULSORY PAPERS

COMPULSORY MAJOR PAPERS

ELECTIVE PAPERS

COMPULSORY MODULES
QUALIFICATIONS

Programme Learning Goals – Expected Outcomes
We expect the following outcomes for BMS graduates:

Commercial Context: a broad understanding of the business environment and organisational context in which management decisions are made.

Connectedness: think and act globally and locally.

Citizenship: developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

Critical Thinking: able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

Communication: excellent oral, aural, written and electronic communication skills.

Collaboration: interpersonal skills required to participate effectively within and between organisations.

Overall: 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.

Programme Requirements
To be able to graduate you have to complete all the requirements for your programme. For the BMS you must:

» Pass all the compulsory papers (see notes below)
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 480 points at 100, 200, 300, and 400 level including at least: 360 points above 100 level, 200 points above 200 level and 80 points above 300 level.

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 – this includes all BMS major subjects and compulsory papers.

Note(s): If you are taking an Accounting major then you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to take HRMG241 as one of your elective papers. If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

Major Requirements
As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:

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

Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

www.management.ac.nz
For any subject listed above, the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.

For any of our subjects, whether it is your first or second major, you must:

» Pass 120 points above 100 level including at least: 60 points above 200 level and 40 points above 300 level
» Complete any specific major paper requirements
» If you are taking two majors from the list above you can count the compulsory paper MNGT221 as a second major paper.

Other Choices
You can choose to take a second major in any other undergraduate subject; if it is a WMS subject then the major rules above apply irrespective of whether it is listed for the programme. If it is not a WMS subject then you must follow the regulations stated by the relevant Faculty to complete the major.

You may also be required to complete prerequisite papers.

If your second major is not listed above and you wish to complete within the minimum requirements then you will need to take a 200 level major paper in place of a year one elective paper, or you can take an additional paper for your programme.

You can also choose to take a specialisation, this is like a mini-major and for the BMS you can choose from Agribusiness, Events Management, Health Communication, Management Education Abroad or a Language. You can also include a specialisation in Entrepreneurship and Innovation if you choose Strategic Management as a major.

Practical Experience

**STMG391 Case Competition**
In this practical project, teams of students analyse the chosen company and then write and present reports on their recommended strategies. Our own staff research and write the case on a real-life business problem.

As well as being a great way to gain confidence and experience, the winning team shares a cash prize donated by a Corporate Sponsor. The competition is offered in Semesters A and B only. For more information and examples, see [www.management.ac.nz/case](http://www.management.ac.nz/case)

**495 Industry Experience 4**
This paper requires students to spend time working as a team member in a host organisation that has relevance to their major. Students find their own host organisation but this is subject to the approval of the departmental co-ordinator, and complete assessment items set by the paper convenor.

**496 A Management Internship: From Theory to Practice**
This paper provides students with a relevant and meaningful internship experience in a professional and supporting organisation, and allows the opportunity to practise discipline knowledge in an organisational setting. Enrolment in this paper is subject to appropriate internships being available and a high overall grade point average for past papers and involves a competitive process including a formal interview with the host organisation. For more information see [www.management.ac.nz/internship](http://www.management.ac.nz/internship)

**499 Report of an Investigation**
Employers rate our 499 project highly. They like the fact they’re recruiting staff with proven analytical abilities and work experience. In your 499, you’ll choose a project related to your specialty area then use what you’ve learnt in class to solve real problems in an actual management situation.

With the freedom to choose your own project, you can focus on an area that’s close to your heart. It could be anything from promoting a music festival to sorting out the supply chain for a new clothing label. For more information and examples, check out [www.management.ac.nz/projects](http://www.management.ac.nz/projects)
Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme.

As a BMS student you will undertake a range of these assessments including completing a test of General Business Knowledge (GBK) and a Subject Specific (SS) test as part of your 499 paper. The GBK 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 SS 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.

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.

BMS/BMS(Hons) as Part of a Conjoint Degree

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.

Conjoint degrees are just one possibility and if you are thinking of this option then we strongly advise you to seek academic advice about these programmes. Other options such as double majors, masters degrees, or graduate and postgraduate diplomas may be better options. Not all conjoint combinations may be available every year.

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

Conjoint Programme Requirements

To be able to graduate with the BMS or BMS(Hons) when it is taken as part of a conjoint programme you have to complete all the special requirements for both programmes. When taking a conjoint programme you must:

» 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
For the BMS or BMS(Hons) component of a conjoint degree, the special requirements are that you must:

» Pass all the compulsory papers for the BMS or BMS(Hons) degree (see notes below)
» Complete the normal requirements for a first major as stated under the BMS or BMS(Hons) major requirements
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes below)
» Take an Employment Skills Module (ESM)
» Submit a Portfolio of Achievement for the BMS(Hons)
» Pass a minimum of 360 points at 100, 200, 300, and 400 level including at least: 270 points above 100 level, 150 points above 200 and either 60 points at 400 level for the BMS or 90 points at 500 level for the BMS(Hons).

Note(s): If you are taking an Accounting major then you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to complete HRMG241 as one of your elective papers. If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

DEGREE PLANNER – Bachelor of Management Studies (BMS) as part of a Conjoint Degree

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
### DEGREE PLANNER — Bachelor of Management Studies with Honours (BMS(Hons)) as part of a Conjoint Degree

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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#### 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.
QUALIFICATIONS

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 or you may prefer to think about a Masters qualification. Postgraduate study gives you an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Eligible for BMS(Hons) and Thinking of Masters?

You have options, you can take the BMS(Hons) and still go on to Masters, but you have other alternatives – to ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about the new choices that are available.

DEGREE PLANNER — Bachelor of Management Studies with Honours (BMS(Hons))

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
Programme Learning Goals – Expected Outcomes

In addition to the expected learning outcomes for the BMS, the BMS(Hons) has the following expected outcomes for graduates:

You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the degree.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.

You will be able to make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BMS(Hons) you must:

» Pass all the compulsory papers (see notes below)
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) usually undertaken in the first year of study
» Take an Employment Skills Module (ESM)
» Pass a minimum of 480 points at 100, 200, 300, 400 and 500 level including at least: 360 points above 100 level, 200 points above 200 level and 120 points at 500 level
» Submit a Portfolio of Achievement.

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 – this includes all BMS major subjects and compulsory papers.

Note(s): If you are taking an Accounting major then you can swap HRMG241 with ACCT231 though you may not also count it towards your Accounting major. However, you are strongly encouraged to take HRMG241 as one of your elective papers. If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

Major Requirements

As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:

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

Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

www.management.ac.nz
For any subject listed above, the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.

For any of our subjects, whether it is your first or second major, you must:

» Pass 120 points above 100 level including at least: 60 points above 200 level and 30 points at 500 level
» Complete any specific major paper requirements
» If you are taking two majors you can count either the compulsory paper 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major, and you have included a further 30 points at 500 level in that major.

Other Choices

You can choose to take a second major in any other undergraduate subject; if it is a WMS subject then the major rules above apply irrespective of whether it is listed for the programme. If it is not a listed subject then you must follow the regulations stated by the relevant Faculty to complete the major. You may also be required to complete prerequisite papers.

You can also choose to take a specialisation, this is like a mini-major and for the BMS(Hons) you can choose from Agribusiness, Events Management, Health Communication, Management Education Abroad or a Language. You can also include a specialisation in Entrepreneurship and Innovation if you choose Strategic Management as a major.

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme.

As a BMS and BMS(Hons) student you will undertake a range of these assessments including completing a test of General Business Knowledge (GBK) and a Subject Specific (SS) test as part of your 599 paper. The GBK 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 SS test is designed to determine the level of general understanding within a major, and it covers topics that have been studied in completing the major.

You are also required to submit a Portfolio of Achievement. This is normally undertaken as you near the completion of the BMS(Hons). The Portfolio of Achievement is made by selecting your best work in the papers taken for the degree.

Your Portfolio must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

Class of Honours

The degree may be awarded with:

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

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

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 (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 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**

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

The BBA(Fin) is a three-year degree with a particular emphasis on financial analysis. It will open career opportunities in accounting, economics, investment banking or stock broking or any number of financial sector careers. Rather than covering the broader aspects of business management, you’ll look in depth at the quantitative (math based) disciplines.

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

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

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

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<td>STMG191 Introduction to Management</td>
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**COMPULSORY PAPERS** | **COMPULSORY MAJOR PAPERS** | **ELECTIVE PAPERS** | **COMPULSORY MODULES**
QUALIFICATIONS

Programme Learning Goals – Expected Outcomes
We expect the following outcomes for BBA(Fin) graduates:

Commercial Context: a broad understanding of the business environment and organisational context in which management decisions are made.

Connectedness: think and act globally and locally.

Citizenship: developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

Critical Thinking: able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

Communication: excellent oral, aural, written and electronic communication skills.

Collaboration: interpersonal skills required to participate effectively within and between organisations.

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

Programme Requirements
To be able to graduate you have to complete all the requirements for your programme. For the BBA(Fin) you must:

» Pass all the compulsory papers
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Complete the Assurance of Learning requirements
» Pass a minimum of 360 points at 100, 200, 300 and 400 level including at least: 240 points above 100 level, 80 points above 200 level
» Include 40 points above 100 level in a different subject/s from your first 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 – this includes all management subjects and the compulsory papers for the degree.

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

Major Requirements
As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:

Accounting
Economics
Finance

Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

For any subject listed above the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.

For any of the above subjects you must:
» Pass 120 points above 100 level including at least 60 points above 200 level
» Include an X type occurrence from ACCT313, ECON308 or FINA305 to ensure you meet the Assurance of Learning requirements for your programme (see notes)

www.management.ac.nz
Complete any specific major paper requirements.

If you are taking two majors you can count the compulsory paper ECON200 towards your first major in Economics or count FINA201 towards your first major in Accounting or Finance.

If you choose two subjects and you wish to complete within the minimum requirements then you will need to take a 200 level major paper in place of a year one elective paper, or you can take an additional paper for your programme.

**Note(s):** It is only necessary to enrol in one X type occurrence for the BBA(Fin) programme and the choice of paper is associated to your subject choice. The X type occurrence must be included when you first enrol in any of the listed papers. This requirement is only for those students who have not yet completed a Portfolio or taken the Financial Analysis and Subject Specific test as part of prior papers. See the subject information for further details.

**Other Choices**

You can choose to take a second major in any other undergraduate subject irrespective of whether it is listed for the programme. If your second major is not a WMS subject then you must follow the regulations stated by the other relevant Faculty to complete the major.

Sometimes choosing a second major means that you have to take more than 360 points to complete your degree and you may be required to complete prerequisite papers.

You can also choose to take a specialisation, this is like a mini-major and for the BBA(Fin) you can choose from Agribusiness, Management Education Abroad or a Language.

**Practical Experience**

You have the opportunity to take an applied research project (the '399') where you investigate an accounting, economics or finance related issue in an organisational context. Or papers such as ACCT313 Accounting Information Technology and Systems, where you’ll get hands-on experience with computerised accounting packages, or ECON304 to help prepare you for a career in the financial sector as a professional economist and FINA312 that provides you with an opportunity to work on an investment project. It may also be possible to take an elective internship paper as part of your programme.

**Assurance of Learning**

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme.

Near the completion of your programme you will be required, as part of the compulsory assessment for your X type occurrence of either ACCT313, ECON308 or FINA305 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. Full instructions will be available via the assessment item in your X type occurrence paper outline and should take no more than three hours work.

**BBA–Fin as Part of a Conjoint Degree**

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.

Conjoint degrees are just one possibility and if you are thinking of this option then we strongly advise you to seek academic advice about these programmes. Other options such as double majors, masters programmes, or graduate and postgraduate diplomas may be better options. Not all conjoint combinations may be available every year.

Please contact the relevant School/Faculty to discuss the requirements of its component of the conjoint degree.
Conjoint Programme Requirements
To be able to graduate with the BBA(Fin) when it is taken as part of a conjoint programme you have to complete all the special requirements for both programmes. When taking a conjoint programme you must:
» 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
For the BBA(Fin) component of a conjoint degree, the special requirements are that you must:
» Pass all the compulsory papers for the BBA(Fin) degree
» Complete the normal requirements for a first major as stated under the BBA(Fin) major requirements
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 270 points including at least: 180 points above 100 level and, 60 points above 200 level
» Include 40 points above 100 level in a different subject/s from your first major.
Note(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

DEGREE PLANNER – Bachelor of Business Analysis – Financial (BBA(Fin)) as part of a Conjoint Degree
See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<th>YEAR 1</th>
<th>YEAR 2</th>
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<th>MODULES</th>
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<tbody>
<tr>
<td>ACCT101 Accounting for Management</td>
<td>ECON200 Macroeconomics and the Global Economy</td>
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<td>Writing Competency</td>
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<td>ECON100 Business Economics and the NZ Economy</td>
<td>FINA201 Finance</td>
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<td>Computer Competency</td>
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<td>MATH166 Management Mathematics</td>
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<td>Employment Skills</td>
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<td>MSYS111 Integrated Thinking: E-Business and Supply Chain Management</td>
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<td>STAT160 Management Statistics</td>
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<td>STMG191 Introduction to Management</td>
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COMPULSORY PAPERS | COMPULSORY MAJOR PAPERS | ELECTIVE PAPERS | COMPULSORY MODULES
BACHELOR OF BUSINESS ANALYSIS HONOURS – FINANCIAL

The BBA(Hons)(Fin) degree provides a first year of postgraduate study that follows on from the BBA(Fin) degree; or you may wish to proceed directly to a 180 point masters degree. To ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about your alternatives. Postgraduate study gives you an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Programme Learning Goals – Expected Outcomes
We expect the following outcomes for graduates:
You will understand, and are able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the degree.
You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
You will be able to make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Programme Requirements
To be able to graduate you have to complete all the requirements for your programme. For the BBA(Hons)(Fin) you must:
» Pass 120 points at 500 level including at least 60 points in one of the main subjects: Accounting, Economics or Finance
» Take a dissertation
» Complete any specific subject paper requirements listed under the qualification in the subject section
» Submit a Portfolio of Achievement.
If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Assurance of Learning
All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.
You can submit different chapters or sections of work from your dissertation as separate items of assessment.

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7 or higher)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2).
If awarded, the class of honours will be determined on the basis of your grades in the first 120 points completed including any failed papers.
QUALIFICATIONS

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

DEGREE PLANNER – Bachelor of Communication Studies (BCS)

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>MODULES</th>
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<tr>
<td>LING132 Introduction to Linguistic Communication</td>
<td>MCOM220 Communication Theory and Research</td>
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<td>Writing Competency</td>
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<td>MCOM102 Communication in an Online Society</td>
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<td>MCOM122 Diversity and Communication Management</td>
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<td>Employment Skills</td>
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<td>MCOM133 Introduction to Corporate Communication</td>
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<td>MKTG151 Introduction to Marketing</td>
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<td>STMG191 Introduction to Management or MNGT100 Management and Sustainability</td>
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www.management.ac.nz
Programme Learning Goals – Expected Outcomes

We expect the following outcomes for BCS graduates:

**Commercial Context:** a broad understanding of the business environment and organisational context in which management decisions are made.

**Connectedness:** think and act globally and locally.

**Citizenship:** developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

**Critical Thinking:** able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

**Communication:** excellent oral, aural, written and electronic communication skills.

**Collaboration:** interpersonal skills required to participate effectively within and between organisations.

**Overall:** 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.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BCS you must:

» Pass all the compulsory papers
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points at 100, 200, 300 and 400 level including at least: 240 points above 100 level, 80 points above 200 level
» Include 40 points above 100 level in a different subject/s from your first 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 this includes all BCS major subjects and compulsory papers.

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

Major Requirements

As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:

<table>
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<tr>
<th>Management Communication</th>
<th>Public Relations</th>
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<tr>
<td>Marketing</td>
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Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

For any subject listed above, the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements. For any of the above subjects you must:

» Pass 120 points above 100 level including at least 60 points above 200 level
QUALIFICATIONS

» Complete any specific major paper requirements
» If you are taking two majors from the list above you can count the compulsory paper MCOM220 toward your second major subject.

Other Choices
You can choose to take a second major in any other undergraduate subject irrespective of whether it is listed for the programme. If your second major is not a WMS subject then you must follow the regulations stated by the other relevant Faculty to complete the major.

If your second major is not listed above and you wish to complete within the minimum requirements then you will need to take a 200 level major paper in place of a year one elective paper, or you can take an additional paper for your programme.

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.

You can also choose to take a specialisation, this is like a mini-major and for the BCS you can choose from Events Management, Health Communication, Management Education Abroad or a Language.

Practical Experience
In the Public Relations major you develop and implement a campaign for a real client, and learn how to write press releases, brochures, speeches and broadcast news material. Students who achieve a B+ average can apply to undertake the ‘387’ internship. This paper provides students with a relevant and meaningful internship experience in a professional and supporting organisation, and allows the opportunity to practise discipline knowledge in an organisational setting.

BCS students majoring in Management Communication 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 department’s 399 co-ordinator and you will need to complete a prerequisite paper.

Assurance of Learning
All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Assessments are embedded as part of your compulsory papers.

BCS as Part of a Conjoint Degree
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.

Conjoint degrees are just one possibility and if you are thinking of this option then we strongly advise you to seek academic advice about these programmes. Other options such as double majors, masters programmes, or graduate and postgraduate diplomas may be better options. Not all conjoint combinations may be available every year.

Please contact the relevant School/Faculty to discuss the requirements of its component of the conjoint degree.
Conjoint Programme Requirements
To be able to graduate with the BCS when it is taken as part of a conjoint programme you have to complete all the special requirements for both programmes. When taking a conjoint programme you must:

» 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

For the BCS component of a conjoint degree, the special requirements are that you must

» Pass all the compulsory papers for the BCS degree

» Complete the normal requirements for a first major as stated under 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)

» Pass a minimum of 270 points including at least: 180 points above 100 level, and 60 points above 200 level.

Note(s): If you do not pass the WCM in your first semester of study, then you will be required to take a writing paper and pass the module by the end of your second semester.

DEGREE PLANNER – Bachelor of Communication Studies (BCS) as part of a Conjoint Degree

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
QUALIFICATIONS

BACHELOR OF COMMUNICATION STUDIES WITH HONOURS

The BCS(Hons) degree provides a first year of postgraduate study that follows on from the BCS degree; or you may wish to proceed directly to a 180 point masters degree. To ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about your alternatives. Postgraduate study gives you an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Programme Learning Goals – Expected Outcomes
We expect the following outcomes for graduates:
You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the degree.
You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
You will be able to make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Programme Requirements
To be able to graduate you have to complete all the requirements for your programme. For the BCS(Hons) you must:
» Pass 120 points at 500 level including at least 60 points in one of the main subjects: Management Communication, Marketing or Public Relations and at least 30 points in research
» Complete any specific subject paper requirements listed under the qualification in the subject section
» Submit a portfolio of Achievement.
If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Assurance of Learning
All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.
If you have completed a dissertation then different chapters or sections of work can be submitted as separate items of assessment.

Class of Honours
The degree may be awarded with:
» First Class Honours (equivalent to a GPA of 7 or higher)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2).
If awarded, the class of honours will be determined on the basis of your grades in the first 120 points completed including any failed papers.

www.management.ac.nz
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 internet, both to transfer and process business transactions, but also to develop electronically enabled relationships and support human interaction. Electronic commerce is now far more than building website pages; it touches the fundamental functions of every business organisation. Employers need people, with a BECom on their CV, who can contribute to the radical changes that will be needed in the coming years as organisations become more closely tied to internet processes.

DEGREE PLANNER – Bachelor of Electronic Commerce (BECom)

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<th>MODULES</th>
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<tr>
<td>ACCT101 Accounting for Management</td>
<td>MSYS219 Industry Experience 1</td>
<td>MSYS319 Industry Experience 2</td>
<td>Writing Competency</td>
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<td>MCOM102 Communication in an Online Society</td>
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<td>Computer Competency</td>
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<td>MKTG151 Introduction to Marketing</td>
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<td>Employment Skills</td>
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<td>MSYS111 Integrated thinking: E-Business and Supply Chain Management</td>
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<td>MSYS121 The World of Electronic Commerce</td>
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<td>STMG191 Introduction to Management</td>
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QUALIFICATIONS

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for BECom graduates:

Commercial Context: a broad understanding of the business environment and organisational context in which management decisions are made.

Connectedness: think and act globally and locally.

Citizenship: developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

Critical Thinking: able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

Communication: excellent oral, aural, written and electronic communication skills.

Collaboration: interpersonal skills required to participate effectively within and between organisations.

Overall: a thorough knowledge of electronic commerce, understand the balance and interrelationship between current and emerging technologies and business management, and have skills to apply this knowledge in business situations.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BECom you must:

» Pass all the compulsory papers
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see note below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points at 100, 200, 300 and 400 level including at least: 240 points above 100 level, 80 points above 200 level
» Include 40 points above 100 level in a different subject/s from your first 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 this includes all management subjects and the compulsory papers for the degree.

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

Major Requirements

As part of your programme requirements, you must select one of the major subjects below, but you can choose two:

Accounting

Applied Computing (see next page)

Electronic Business

Management Communication

Marketing

Public Relations

Strategic Management

Supply Chain Management

Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

www.management.ac.nz
For any subject listed above the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.

For any of the above subjects you must:

» Pass 120 points above 100 level including at least 60 points above 200 level
» Complete any specific major paper requirements
» You are not able to count any compulsory paper towards your major
» If you are taking two majors and you wish to complete within the minimum requirements then you will need to take a 200 level major paper in place of a year one elective paper, or you can take an additional paper for your programme.

Other Choices
You can choose to take a second major in any other undergraduate subject irrespective of whether it is listed for the programme. If your second major is not a WMS subject then you must follow the regulations stated by the other relevant Faculty to complete the major.

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.

You can also choose to take a specialisation, this is like a mini-major and for the BECom you can choose from Management Education Abroad or a Language.

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

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

Practical Experience
Two of the great features of the BECom are the Industry Experience papers which you will take as part of your programme. These papers allow you to spend time in a host organisation, usually over the summer period November to February, working full-time alongside other employees, being supervised by a manager in the organisation, and being a member of project teams in that organisation working on real world problems. You will also be interacting with other classmates through online discussions during this period, to share your experiences and learn what others are doing. These industry experience papers give you hands-on experience in an industry of your choice which is of great value in helping you decide on your final year papers and future career direction.

BECom as Part of a Conjoint Degree
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.

Conjoint degrees are just one possibility and if you are thinking of this option then we strongly advise you to seek academic advice about these programmes. Other options such as double majors, masters programmes, or graduate and postgraduate diplomas may be better options. Not all conjoint combinations may be available every year.

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

Conjoint Programme Requirements
To be able to graduate with the BEcom when it is taken as part of a conjoint programme you have to complete all the special requirements for both programmes. When taking a conjoint programme you must:

- 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

For the BECom component of a conjoint degree, the special requirements are that you must:

- Pass all the compulsory papers for the BECom degree
- Complete the normal requirements for a first major as stated under the BECom major requirements
- Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
- Pass a Writing Competency Module (WCM) (see note below)
- Take an Employment Skills Module (ESM)
- Pass a minimum of 270 points including at least: 180 points above 100 level, 60 points above 200 level
- Include 40 points above 100 level in a different subject/s from your first major.

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

DEGREE PLANNER — Bachelor of Electronic Commerce (BECom) as part of a Conjoint Degree
See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>MODULES</th>
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<tbody>
<tr>
<td>ACCT101</td>
<td>MSYS219</td>
<td>MSYS319</td>
<td>Writing Competency</td>
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<tr>
<td>Accounting for Management</td>
<td>Industry Experience 1</td>
<td>Industry Experience 2</td>
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<td>MCOM102</td>
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<td>Computer Competency</td>
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<td>Communication in an Online Society</td>
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<td>MKTG151</td>
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<td>Employment Skills</td>
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<td>Introduction to Marketing</td>
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<td>MSYS111</td>
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<tr>
<td>Integrated thinking: E-Business and Supply Chain Management</td>
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<td>MSYS121</td>
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<tr>
<td>The World of Electronic Commerce</td>
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<td>STMG191</td>
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<tr>
<td>Introduction to Management</td>
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<tr>
<td>COMPULSORY PAPERS</td>
<td>COMPULSORY MAJOR PAPERS</td>
<td>ELECTIVE PAPERS</td>
<td>COMPULSORY MODULES</td>
</tr>
</tbody>
</table>
QUALIFICATIONS

BACHELOR OF ELECTRONIC COMMERCE WITH HONOURS

With good grades in your BECom, you can also do further study at graduate level in Electronic Commerce. The BECom(Hons) degree provides a 120 point, one year postgraduate study programme that follows on from the BECom degree. You may also be able to proceed directly to a 180 point (one calendar year) masters degree. To ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about your alternatives. Postgraduate study gives you an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for graduates:

You will understand, and are able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the degree.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.

You will be able to make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For 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

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

You can submit different chapters or sections of work from your dissertation as separate items of assessment.

Class of Honours

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)
» Second Class Honours (first division) (equivalent to a GPA of 6)
» Second Class Honours (second division) (equivalent to a GPA of 5)
» Third Class Honours (equivalent to a GPA of 2).

If awarded, the class of honours will be determined on the basis of your grades in the first 120 points completed including any failed papers.
BACHELOR OF ENTREPRENEURSHIP

Have you ever wanted to take an idea and turn it into a successful business? The Bachelor of Entrepreneurship is the first of its kind in New Zealand and is designed to help you become a successful entrepreneur.

The Bachelor of Entrepreneurship (BEntre) is a three-year specialist degree that provides an overview of entrepreneurial thought and action; it includes key concepts that will help you to predict, innovate, position and create enterprises.

Your first major will be in Entrepreneurship where you will study a range of key papers to develop your entrepreneurial and management knowledge; and it’s strongly recommended that you choose a second management major to consolidate your programme and provide you with broader career opportunities.

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for BEntre graduates:

Commercial Context: a broad understanding of the business environment and organisational context in which management decisions are made.

Connectedness: think and act globally and locally.

Citizenship: developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

www.management.ac.nz
Critical Thinking: able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

Communication: excellent oral, aural, written and electronic communication skills.

Collaboration: interpersonal skills required to participate effectively within and between organisations.

Overall: an integrated understanding of entrepreneurship theory and practice as well as specialist knowledge in one additional area.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BEntre you must:

» Pass all the compulsory papers (see notes below)
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points at 100, 200, 300 and 400 level including at least: 240 points above 100 level, 80 points above 200 level
» Include 40 points above 100 level in a different subject/s from your first 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 this includes all BEntre major subjects and compulsory papers.

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

Major Requirements

As part of your programme requirements, you must select:

Entrepreneurship

Completing a major requires you to pass papers at particular levels and your chosen subject(s) may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

Any second major is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.

For entrepreneurship you must:

» Pass 120 points above 100 level including at least 60 points above 200 level
» Complete any specific major paper requirements
» You are not able to count any compulsory paper towards your major.

Other Choices

You can choose to take a second major in any other undergraduate subject, but are strongly recommended to take a second management subject to consolidate your programme and provide you with broader career options. If your second major is a WMS subject then the “Generic 2nd Major” requirements apply. However, if it is not a WMS subject then you must follow the regulations stated by the other Faculty to complete the major.

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

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

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

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

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

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

### DEGREE PLANNER – Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>MODULES</th>
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<tbody>
<tr>
<td>TOMG101</td>
<td>TOMG390</td>
<td>TOMG496</td>
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<tr>
<td>Introduction to Tourism and Hospitality</td>
<td>or</td>
<td>Writing Competency</td>
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<td>TOST100</td>
<td>ACCT101</td>
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<tr>
<td>Touring Places; Placing Tourism</td>
<td>Accounting for Management</td>
<td>Computer Competency</td>
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<td>STMG191</td>
<td>ECON100</td>
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<td>Introduction to Management</td>
<td>Business Economics and the NZ Economy</td>
<td>Employment Skills</td>
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<td>MKTG151</td>
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<td>Introduction to Marketing</td>
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<td>MSYS121</td>
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<td></td>
<td>The World of Electronic Commerce</td>
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</table>
Programme Learning Goals – Expected Outcomes

We expect the following outcomes for BTour(THMgt) graduates:

Commercial Context: a broad understanding of the business environment and organisational context in which management decisions are made.

Connectedness: think and act globally and locally.

Citizenship: developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.

Critical Thinking: able to engage real-world problems in a theoretically informed, rigorous and questioning manner.

Communication: excellent oral, aural, written and electronic communication skills.

Collaboration: interpersonal skills required to participate effectively within and between organisations.

Overall: 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.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BTour(THMgt) you must:

» Pass all the compulsory papers (see notes below)
» Complete all the requirements for your major(s)
» Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
» Pass a Writing Competency Module (WCM) (see notes below)
» Take an Employment Skills Module (ESM)
» Pass a minimum of 360 points at 100, 200 300 and 400 level including at least: 240 points above 100 level, 80 points above 200 level
» Include 40 points above 100 level in a different subject/s from our first 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 this includes all BTour major subjects and compulsory papers.

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

Major Requirements

As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:

<table>
<thead>
<tr>
<th>Hospitality Management</th>
<th>Tourism Management</th>
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</table>

Completing a major requires you to pass papers at particular levels and your chosen subject may have specific requirements to include particular papers or choose from a selection of major papers. For full information about any subject visit www.management.ac.nz/education/subjects

For any subject listed above the major requirements are associated to the programme. Any second major not listed above is considered to be a “Generic 2nd Major” and may have its own specific paper requirements; for WMS subjects these Generic 2nd Major requirements are listed under the subject information.
For either of the above subjects you must:

» Pass 120 points above 100 level including at least 60 points above 200 level
» Complete any specific major paper requirements
» If you are taking two majors you can count the compulsory paper TOMG390 or MNGT496 toward your first major.

Other Choices

You can choose to take a second major in any other undergraduate subject irrespective of whether it is listed for the programme. If your second major is not a WMS subject then you must follow the regulations stated by the other Faculty to complete the major. You may wish to complement the management focus of the degree with a Tourism and Society major, for example, Geography or Tourism Development.

Sometimes choosing a second major means that you have to take more than 360 points to complete your degree and you may be required to complete prerequisite papers.

You can also choose to take a specialisation, this is like a mini-major and for the BTour(THMgt) you can choose from Cruise Tourism, Events Management, Management Education Abroad, a Language, or Māori, Pacific and Indigenous Tourism.

Practical Experience

It is possible to take an internship paper as part of your programme and Hospitality Management students have placements at the Novotel Tainui, Hamilton and the Kingsgate Hotel, Hamilton as part of their major.

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, TIK163, and TOST201. Also, students must choose a first major in Geography or Tourism Development. Please contact FASS for further information about this programme.

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Assessments are embedded as part of your compulsory papers.

BTour(THMgt) as Part of a Conjoint Degree

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.

Conjoint degrees are just one possibility and if you are thinking of this option then we strongly advise you to seek academic advice about these programmes. Other options such as double majors, masters programmes, or graduate and postgraduate diplomas may be better options. Not all conjoint combinations may be available every year.

Please contact the relevant School/Faculty to discuss the requirements of its component of the conjoint degree.
Conjoint Programme Requirements
To be able to graduate with the BTour(THMgt) when it is taken as part of a conjoint programme you have to complete all the special requirements for both programmes. When taking a conjoint programme you must:
- 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

For the BTour(THMgt) component of a conjoint degree, the special requirements are that you must:
- Pass all the compulsory papers for the BTour(THMgt) degree (see notes below)
- Complete the normal requirements for a first major as stated under the BTour(THMgt) major requirements
- Pass a Computer Competency Module (CCM) usually undertaken in the first year of study
- Pass a Writing Competency Module (WCM) (see notes below)
- Take an Employment Skills Module (ESM)
- Pass a minimum of 270 points including at least: 180 points above 100 level, and 60 points above 200 level.

Note(s): If you do not pass 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.

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

See subject information for specific paper requirements for your major(s). Programme planning advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.

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<tr>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>MODULES</th>
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<tbody>
<tr>
<td>TOMG101 Introduction to Tourism and Hospitality</td>
<td>At least three of the following four compulsory field papers:</td>
<td></td>
<td>TOMG390 or MNGT496</td>
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<tr>
<td>TOST100 Touring Places; Placing Tourism</td>
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<td>Writing Competency</td>
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<td>STMG191 Introduction to Management</td>
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<td>Computer Competency</td>
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<td>Employment Skills</td>
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<td>MKTG151 Introduction to Marketing</td>
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<td>MSYS121 The World of Electronic Commerce</td>
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<tr>
<td>COMPULSORY PAPERS</td>
<td>COMPULSORY MAJOR PAPERS</td>
<td>ELECTIVE PAPERS</td>
<td>COMPULSORY MODULES</td>
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</tbody>
</table>
BACHELOR OF TOURISM WITH HONOURS

The BTour(Hons) degree provides a first year of postgraduate study that follows on from the BTour(THMgt) or BTour(T&Soc); or you may wish to proceed directly to a 180 point masters degree. To ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about your alternatives. Postgraduate study gives you an opportunity to further explore and develop areas of interest in your chosen field as well as demonstrate excellence to employers.

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for graduates:

You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the degree.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.

You will be able to make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Programme Requirements

To be able to graduate you have to complete all the requirements for your programme. For the BTour(Hons) through WMS you must:

» Pass 120 points at 500 level including at least 60 points in the subject Tourism and Hospitality Management and at least 30 points in research

» Complete any specific subject paper requirements listed under the qualification in the Tourism Management subject section

» Submit a Portfolio of Achievement.

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

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

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

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

Class of Honours

The degree may be awarded with:

» First Class Honours (equivalent to a GPA of 7 or higher)

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

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

» Third Class Honours (equivalent to a GPA of 2).

If awarded, the class of honours will be determined on the basis of your grades in the first 120 points completed including any failed papers.
CERTIFICATE

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

The Certificate can also provide a pathway to future study as it represents the first stage of undergraduate study, corresponding to the first year of a degree programme.

At the Waikato Management School you can choose from:

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

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 all of the Waikato Management School subjects, for example, Economics or Management Communication.

Certificate in Management (Cert(Mgt))

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

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

Certificate in Communication Studies (Cert(CS))

Select from BCS compulsory papers.

Certificate in Tourism (Cert(Tour))†

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

Requirements

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

www.management.ac.nz
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.

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).

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)).
DIPLOMA

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

The Diploma can also provide a pathway to future study as it represents the second stage of undergraduate study, corresponding to the second year of a degree programme.

At the Waikato Management School you can choose from:

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

Diploma in Management (Dip(Mgt))

200 LEVEL 200 LEVEL 200 LEVEL 200 LEVEL 100 LEVEL or above* 100 LEVEL or above*

Writing Competency Computer Competency

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

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

Diploma in Communication Studies (Dip(CS))

200 LEVEL* 200 LEVEL* 200 LEVEL 200 LEVEL 100 LEVEL or above** 100 LEVEL or above**

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.

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

Diploma in Tourism (Dip(Tour))†

200 LEVEL* 200 LEVEL* 200 LEVEL 200 LEVEL 100 LEVEL or above* 100 LEVEL or above*

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

†Optional specialisation available in Tourism Management or Hospitality Management.

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

Requirements

For all Diplomas 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 MCOM133 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.
Diploma in Management

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

» Pass 120 points at 100 level or above including at least 80 points above 100 level 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(s): If you do not pass the WCM in your first year of study, then you will be required to take a writing paper, this may require additional points to be taken for your programme.

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

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

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

For the Financial Analysis specialisation you must:

» Pass at least 80 points at 200 level or above from the subjects Accounting, Economics and/or Finance
» Include ACCT101, ECON100, ECON200 and FINA201 (see note below).

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

For the Management Studies specialisation you must:

» Pass at least 80 points at 200 level or above
» Choose from: ECON200, FINA201, HRMG241, MCOM200, MNGT221, STMG391 (see note below).

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

Diploma in Communication Studies

To complete the Diploma in Communication Studies (Dip(CS)) you must:

» Pass 120 points at 100 level including at least 80 points above 100 level in the diploma fields
» Pass at least 80 points from the subjects Management Communication, Marketing and/or Public Relations
» Take at least 40 points at 200 level in one subject area
» Take MCOM102, MCOM133 and MCOM220 (see note below).

Note(s): If you have completed these compulsory papers in a prior qualification then you may substitute them with papers from Management Communication, Marketing and/or Public Relations.

Diploma in Tourism

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

» Pass 120 points at 100 level or above including at least 80 points above 100 level in the diploma fields
» Pass at least 80 points from the subjects Geography, Hospitality Management, Tourism Development and/or Tourism Management.
You may choose to take a specialisation in:
» Tourism Management
» Hospitality Management.

To complete the Diploma in Tourism – Tourism Management specialisation you must include:
» Either TOMG101 or TOST101, TOMG200 and TOMG202 (see note below).

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

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

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**GRADUATE CERTIFICATE**

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.

**Graduate Certificate (GradCert)**

<table>
<thead>
<tr>
<th>300 LEVEL or above*</th>
<th>300 LEVEL or above*</th>
<th>200 LEVEL**</th>
</tr>
</thead>
</table>

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

**REQUIRED**  
**ELECTIVE PAPERS**

**Qualification Requirements**

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

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

And:
» Pass 60 points at 100 level or above including at least 40 points above 200 level
» Gain at least 40 points in one subject area
» Meet any paper prerequisites unless a waiver is obtained.

You may also be required to pass specific papers. For full information about any subject visit [www.management.ac.nz/education/subjects](http://www.management.ac.nz/education/subjects)

Admission to this programme 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.
QUALIFICATIONS

GRADUATE DIPLOMA

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.

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>
<th>Writing Competency</th>
</tr>
</thead>
</table>

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

REQUIRED

ELECTIVE PAPERS

COMPULSORY MODULES

Qualification Requirements

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

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

And:

- Pass 120 points at 100 level or above including at least 80 points above 200 level
- Gain at least 80 points from one subject area
- Complete any specific subject paper requirements listed under the qualification in the subject section
- Pass a Writing Competency Module (WCM) (see note below)
- Meet any paper prerequisites unless a waiver is obtained.

Admission to this programme 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. For full information about any subject visit www.management.ac.nz/education/subjects

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

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.

**Postgraduate Certificate (PGCert) †**

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

REQUIRED

Qualification Requirements

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

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

And:

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

You may also be required to pass specific papers. For full information about any subject visit www.management.ac.nz/education/subjects

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.

Admission to this programme 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.
QUALIFICATIONS

POSTGRADUATE DIPLOMA

A Postgraduate Diploma represents a year of postgraduate study in a specialised professional area or in general management, however, a 180 point masters degree may be more suitable. To ensure that you get the best pathway option to meet your future plans – talk to a MSC adviser about your alternatives.

<table>
<thead>
<tr>
<th>Postgraduate Diploma (PGDip) †</th>
<th>500 LEVEL*</th>
<th>500 LEVEL*</th>
<th>500 LEVEL*</th>
<th>500 LEVEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>*From one subject area.</td>
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<tr>
<td>†If 15 point papers are selected as part of this programme then extra papers will be required to complete the degree.</td>
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</tbody>
</table>

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for PGDip graduates.

You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the diploma/programme.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the diploma/programme.

You will be able to make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the diploma/programme.

Programme 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. Some subjects have specific requirements to include particular papers, or choose from a selection of subject papers. For any specialist subject listed below the particular requirements are listed under the subject information for this programme.

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

<table>
<thead>
<tr>
<th>Accounting</th>
<th>Management Communication</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agribusiness</td>
<td>Management Studies (see note next page)</td>
</tr>
<tr>
<td>Economics</td>
<td>Management Systems</td>
</tr>
<tr>
<td>Electronic Commerce</td>
<td>Marketing</td>
</tr>
<tr>
<td>Entrepreneurship and Innovation</td>
<td>Public Relations</td>
</tr>
<tr>
<td>Finance</td>
<td>Social Enterprise</td>
</tr>
<tr>
<td>Human Resource Management</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>International Management</td>
<td>Tourism and Hospitality Management</td>
</tr>
<tr>
<td>Management and Sustainability</td>
<td></td>
</tr>
</tbody>
</table>

www.management.ac.nz
And:
Complete any specific subject paper requirements
» Pass 120 points at 500 level
» Gain at least 90 points from one subject area
» 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.

For full information about any subject visit www.management.ac.nz/education/subjects 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.

Admission to this programme 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.

Note(s): Offered by Waikato Management School Corporate and Executive Education, please see the Corporate and 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.

Assurance of Learning
All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

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

The MECom provides specialised postgraduate level study that will help you gain an understanding of the leading-edge literature and research in the electronic commerce environment, and how electronic commerce affects different areas of management practice. The MECom is now offered in two streams; research or professional. The research stream is intended for those students who may wish to go on to further academic study, such as a PhD, and a possible future academic career. The professional stream is aimed at those students who wish to prepare for a career in business, and want to acquire practical knowledge about electronic commerce that will assist in the development of their career progression.

Both streams can usually be completed in 12 contiguous months.

An internship is available as part of the professional stream.

<table>
<thead>
<tr>
<th>Master of Electronic Commerce Research (MECom)†</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Research</strong></td>
</tr>
<tr>
<td>MSYS558 Contemporary Issues in E-Business</td>
</tr>
<tr>
<td>MNGTS01 Research Methods in Management Studies</td>
</tr>
<tr>
<td>MSYS591 Management Systems Dissertation</td>
</tr>
<tr>
<td>500 LEVEL*</td>
</tr>
<tr>
<td>500 LEVEL*</td>
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<tr>
<td>500 LEVEL*</td>
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</tbody>
</table>

| **Professional**                              |
| MSYS558 Contemporary Issues in E-Business     |
| 500 LEVEL*                                    |
| 500 LEVEL*                                    |
| 500 LEVEL*                                    |
| MSYS552 Applied Research Methods and Project |
| MSYS519 Professional Field Internship         |

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

REQUIRED ELECTIVE PAPERS

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for MECom graduates:

You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the diploma/programme.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the diploma/programme.

You will be able to make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the diploma/programme.

You will have a thorough understanding of the disciplinary area associated with a research topic.

You will understand a variety of relevant research methodologies and methods appropriate to the discipline.

You will be able to apply an appropriate research method to an investigation of a topic in a rigorous manner.

Programme 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 180 points at 500 level

» Pass at least 120 points in papers listed for the subject Electronic Commerce.

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For the Research stream of the MECom, you must:

» Include MSYS558 Contemporary Issues in E-Business
» Include MNGT501 Research Methods in Management Studies
» Include MSYS591 Management Systems Dissertation or equivalent
» Submit a Portfolio of Achievement.

For the Professional stream of the MECom, you must:

» Complete 120 points in the field of the degree, including MSYS558 Contemporary Issues in E-Business
» Include MSYS552 Applied Research Methods and Projects
» Include MSYS519 Professional Field Internship
» Submit a Portfolio of Achievement.

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 no more than 30 points outside of the subject Electronic Commerce
» Submit a Portfolio of Achievement.

For the Research stream:

» Include MSYS558, MNGT501 and MSYS591.

For the Professional stream:

» Include MSYS558, MSYS519 and MSYS552.

If you fail a paper (worth not more than 30 points) in either stream 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.

Admission to this programme 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.

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.

**Assurance of Learning**

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Near the completion of the MECom degree you will be required to submit a Portfolio of Achievement made up by selecting your best work in the papers taken for the degree.

Your Portfolio must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

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

**Class of Honours**

The degree may be awarded with:

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

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

MASTER OF MANAGEMENT STUDIES

The MMS provides specialised postgraduate level study in management disciplines. If you are looking to specialise in a management discipline or professional area, and you want to undertake research in a particular area of interest then this programme is designed for you. 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.

Master of Management Studies (MMS)†

<table>
<thead>
<tr>
<th>MNGT501 or MNGT502*</th>
<th>Dissertation or Thesis**</th>
<th>500 LEVEL**</th>
<th>500 LEVEL**</th>
<th>500 LEVEL**</th>
<th>500 LEVEL</th>
</tr>
</thead>
</table>

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

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

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

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for MMS graduates:

You will understand, and be able to critically review and synthesise the core theory, perspectives and analytical approaches within the area of the diploma/programme.

You will be able to apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the diploma/programme.

You will be able to make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.

You will be able to effectively communicate arguments, findings and ideas informed by research within the area of the diploma/programme.

You will have a thorough understanding of the disciplinary area associated with a research topic.

You will understand a variety of relevant research methodologies and methods appropriate to the discipline.

You will be able to apply an appropriate research method to an investigation of a topic in a rigorous manner.

Programme 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 Management

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For full information about any subject visit www.management.ac.nz/education/subjects

» If your admission was based upon having a BMS, BBA(Fin), BECom, BCS, BTour(THMgt), or an equivalent programme of academic study, then to complete the MMS degree you must:
   » Pass 180 points at 500 level.

Complete any specific subject paper requirements listed under the qualification in the subject section
   » 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
   » Submit a Portfolio of Achievement
   » Take no more than 60 points in subjects not listed above.

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
   » Complete any specific subject paper requirements listed under the qualification in the subject section
   » 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.

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.

Admission to this programme 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.

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

You can submit different chapters or sections of work from your dissertation or thesis as separate items of assessment.

Class of Honours

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

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

The Master of Professional Accounting has been specifically designed for students who have not studied accounting at undergraduate level.

The MPAcct will prepare you for a professional career in accounting and is divided into three stages: Core Knowledge and Skills, Advanced Professional Knowledge, and Professional Development Capstone. Completion of the MPAcct will enable you to meet the necessary academic requirements to obtain provisional professional certification with NZICA, CPA Australia and ACCA.

Master of Professional Accounting (MPAcct)

<table>
<thead>
<tr>
<th>Stage 1: Core Knowledge and Skills</th>
<th>Stage 2: Advanced Professional Knowledge</th>
<th>Stage 3: Professional Development Capstone</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT570 Fundamental Accounting for Decision Making</td>
<td>ACCT571 Financial Accounting</td>
<td>ECONS06 Economics for Business</td>
</tr>
<tr>
<td>ACCT576 Commercial and Corporate Law</td>
<td>ACCT577 Financial Management</td>
<td>ACCT578 Accounting Information Systems</td>
</tr>
<tr>
<td>ACCT572 Advanced Auditing</td>
<td>ACCT574 Advanced Financial Accounting</td>
<td>ACCT573 Advanced Management Accounting</td>
</tr>
<tr>
<td>ACCT5781 Professional Development Capstone</td>
<td>ACCT582* Research Project</td>
<td>ACCT583* Professional Internship</td>
</tr>
<tr>
<td>*Choose one of these two papers.</td>
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<td></td>
</tr>
</tbody>
</table>

Programme Learning Goals – Expected Outcomes

We expect the following outcomes for MPAcct graduates:

You will develop the accounting and business skills and competencies expected of professionals in your field.

You will be able to use advanced professional and research-led knowledge in accounting to understand and critically analyse information and apply this knowledge in theoretical and practical situations.

You will have the ability to apply your knowledge in a real world situation and be able to apply critical thinking and problem solving skills to practical accounting situations.

You will develop competence and confidence in a professional business environment.

You will develop effective communication skills and competencies, both orally and in written form, for a wide range of audiences.

Programme Requirements

The MPAcct is normally a full-time masters programme that starts in January (S Semester). To complete the MPAcct you must:

» Pass 220 points at 500 level as prescribed in the planner
» Submit a Portfolio of Achievement,

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

Admission to this programme 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.

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Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Near the completion of the MPAcct 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 must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

Class of Honours

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

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

MASTER OF PROFESSIONAL MANAGEMENT

The MPM is a full-time one year masters programme and is designed to prepare you for an advanced professional role and is divided into three stages: Core Knowledge and Skills; Advanced Professional Knowledge and Applied Research and Professional Internship. The first stage of the programme will build on and extend your previously gained tertiary knowledge. The second stage will help you to focus on a specialised area and will introduce you to more advanced and research-led concepts and ideas. The final stage provides you with the opportunity to apply your new knowledge and skills.

Master of Professional Management

Agribusiness (MPM(Agri))

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGRI503†</td>
<td>Competitive International Agribusiness</td>
</tr>
<tr>
<td>AGRI504†</td>
<td>Farm Processes and Management for Agribusiness</td>
</tr>
<tr>
<td>AGRI505†</td>
<td>Finance and Investment Analysis for Agribusiness</td>
</tr>
<tr>
<td>ECON506†</td>
<td>Economics for Business</td>
</tr>
<tr>
<td>AGRI506</td>
<td>Management, Governance and Leadership in Agribusiness</td>
</tr>
<tr>
<td>AGRI507</td>
<td>Agribusiness Value Chain Innovation and Strategy</td>
</tr>
<tr>
<td>AGRI508</td>
<td>Food Systems Trade and Policy</td>
</tr>
<tr>
<td>AGRI509</td>
<td>Agricultural Systems, Risk and Resilience</td>
</tr>
<tr>
<td>MKTG502</td>
<td>International Marketing for Agribusiness</td>
</tr>
<tr>
<td>AGRI510</td>
<td>Applied Agribusiness Research Project</td>
</tr>
<tr>
<td>MNCT597</td>
<td>Internship and Action Research</td>
</tr>
</tbody>
</table>
# Qualifications

## Master of Professional Management

### Finance (MPM)(Fin))

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA501†</td>
<td>Computer Modelling for Financial Analysis</td>
</tr>
<tr>
<td>FINA510†</td>
<td>Financial Theory and Corporate Policy</td>
</tr>
<tr>
<td>FINA517†</td>
<td>Investment, Portfolios and Financial Markets</td>
</tr>
<tr>
<td>ECON507†</td>
<td>Quantitative Skills for Finance and Economics</td>
</tr>
<tr>
<td>FINA502</td>
<td>Derivative Securities One</td>
</tr>
<tr>
<td>FINA503</td>
<td>Issues in Corporate Finance</td>
</tr>
<tr>
<td>FINA504</td>
<td>International Corporate Finance</td>
</tr>
<tr>
<td>FINA507</td>
<td>Corporate Restructuring and Governance</td>
</tr>
<tr>
<td>FINA519</td>
<td>Derivatives Two</td>
</tr>
<tr>
<td>FINA505</td>
<td>Applied Research Project in Finance</td>
</tr>
<tr>
<td>FINA515</td>
<td>Advanced Financial Modelling</td>
</tr>
</tbody>
</table>

### International Hospitality Management (MPM(IntlHptMgt))

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOMG514†</td>
<td>Tourism and Hospitality Management Control and Decision Making</td>
</tr>
<tr>
<td>TOMG515†</td>
<td>Entrepreneurship in Tourism and Hospitality</td>
</tr>
<tr>
<td>TOMG516†</td>
<td>Event Management Strategies</td>
</tr>
<tr>
<td>TOMG517†</td>
<td>Global Tourism Futures</td>
</tr>
<tr>
<td>TOMG503</td>
<td>Hotel and Resort Management</td>
</tr>
<tr>
<td>TOMG518</td>
<td>Tourism and Hospitality Human Capital Management</td>
</tr>
<tr>
<td>TOMG519</td>
<td>Tourist Behaviour and Markets</td>
</tr>
<tr>
<td>TOMG520</td>
<td>Hospitality Operations and Service Management</td>
</tr>
<tr>
<td>TOMG521*</td>
<td>Internship</td>
</tr>
<tr>
<td>TOMG522*</td>
<td>Hospitality Action Research</td>
</tr>
<tr>
<td>TOMG523*</td>
<td>Hospitality Research Investigation</td>
</tr>
</tbody>
</table>

*Choose either TOMG523 or TOMG521 and TOMG522.

### Public Relations (MPM(PR))

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MCOM510†</td>
<td>Applied Communication Analysis Part 1</td>
</tr>
<tr>
<td>MCOM511†</td>
<td>Applied Communication Analysis Part 2</td>
</tr>
<tr>
<td>MCOM513†</td>
<td>Professional Writing for Public Relations</td>
</tr>
<tr>
<td>MCOM532†</td>
<td>Public Relations Cases</td>
</tr>
<tr>
<td>MCOM506</td>
<td>Reputation Management</td>
</tr>
<tr>
<td>MCOM508</td>
<td>Communication for Investor Relations</td>
</tr>
<tr>
<td>MCOM584</td>
<td>Sustainable Futures</td>
</tr>
<tr>
<td>MCOM585</td>
<td>Public Relations: Context and Applications</td>
</tr>
<tr>
<td>MCOM517*</td>
<td>Internship and Action Research for Public Relations</td>
</tr>
<tr>
<td>MCOM518*</td>
<td>Public Relations Best Practice – an Investigation</td>
</tr>
<tr>
<td>MCOM519</td>
<td>Applied Research in Public Relations</td>
</tr>
</tbody>
</table>

*Choose either MCOM517 or MCOM518.

### Programme Learning Goals – Expected Outcomes

We expect the following outcomes for MPM graduates:

- You will have the specific skills and competencies expected of professionals in your field.
- You will be able to use research-led knowledge in your field to understand and advance professional practice.
- You will have the ability to link applied research results in your field to professional practice.
- You will have the ability to undertake applied research that contributes to professional practice in your field.

[www.management.ac.nz](http://www.management.ac.nz)
Programme Requirements

The MPM programme is a full-time one year masters programme that starts November (T Semester) (see note below). The completion requirements for this degree are dependent upon your admission criteria, though all students are required to meet the requirements for one of the fields below:

- Agribusiness
- Finance
- International Hospitality Management
- Public Relations.

For full information about any subject visit [www.management.ac.nz/education/subjects](http://www.management.ac.nz/education/subjects)

If your admission was based upon having a BBA(Fin), BCS, BECom, BEntre, BMS, BTour(THMgt), or equivalent, then to complete the MPM degree you must:

- Pass at least 180 points at 500 level in papers prescribed for the field
- Submit a Portfolio of Achievement.

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

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

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

Admission to this programme 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.

Note(s): It may not be possible to start your programme in November if your admission was based upon having an honours or postgraduate diploma.

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Near the completion of the MPM degree you will be required to submit a Portfolio of Achievement made up by selecting your best work in the papers taken for the degree.

Your Portfolio must be submitted online via your MyWeb page and 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. You will be able to select and retrieve any previously submitted electronic assignments for this purpose.

Class of Honours

The degree may be awarded with:

- First Class Honours (equivalent to a GPA of 7 or higher)
- Second Class Honours (first division) (equivalent to a GPA of 6)
- Second Class Honours (second division) (equivalent to a GPA of 5).

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

MASTER OF BUSINESS ADMINISTRATION

Relevance through transformation and performance is the core purpose of the Waikato MBA. The programme seeks to impart skills and competencies so that you are able to continually adapt, redefine and transform yourself in different and changing contexts and to perform at your optimum. The Master of Business Administration (MBA) is the most recognised management qualification in the world. Our MBA is internationally accredited by the Association of MBAs (AMBA) and is renowned for exceptional standards of character, competency, and quality content. It is designed to introduce practising middle and senior managers, business owners and entrepreneurs to research at the frontiers of knowledge and to prepare them for leadership positions in organisations in New Zealand and overseas.

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

Master of Business Administration (MBA)

<table>
<thead>
<tr>
<th>PART ONE</th>
<th>PART TWO</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXLD525 Managerial Economics and the Global Business Environment</td>
<td>EXLD543 Business Research Methods</td>
</tr>
<tr>
<td>EXLD555 Strategic Human Resource Practice</td>
<td>EXLD566* Global Business</td>
</tr>
<tr>
<td>EXLD560 Logistics and Operations Management</td>
<td>EXLD566* Global Business</td>
</tr>
<tr>
<td>EXLD563 Leadership and Transformation of Individuals and Organisations</td>
<td>EXLD567* Governance, Sustainability and Indigenous Business</td>
</tr>
<tr>
<td>EXLD564 Strategic Value Creation</td>
<td>EXLD564 Strategic Value Creation</td>
</tr>
<tr>
<td>EXLD557 Financial Markets and Investment Decision Making</td>
<td>EXLD565 Strategic Corporate Finance</td>
</tr>
<tr>
<td>EXLD558 Financial and Managerial Accounting</td>
<td>EXLD544 Major Research Project</td>
</tr>
<tr>
<td>EXLD559 Organisational Behaviour</td>
<td>EXLD563 Leadership and Transformation of Individuals and Organisations</td>
</tr>
<tr>
<td>EXLD567* Sustainability, Ethics and Governance</td>
<td>EXLD556 High Performance Teams</td>
</tr>
<tr>
<td>EXLD553 Marketing Practice</td>
<td>EXLD561 Commercial and Employment Law</td>
</tr>
<tr>
<td>EXLD556 High Performance Teams</td>
<td>EXLD562 Integrative Case Study</td>
</tr>
<tr>
<td>EXLD561 Commercial and Employment Law</td>
<td>EXLD564 Strategic Value Creation</td>
</tr>
<tr>
<td>EXLD562 Integrative Case Study</td>
<td>EXLD556 High Performance Teams</td>
</tr>
<tr>
<td>EXLD563 Leadership and Transformation of Individuals and Organisations</td>
<td>EXLD559 Organisational Behaviour</td>
</tr>
</tbody>
</table>

* Choose one of EXLD566 or EXLD553 and one of EXLD568 or EXLD568.
Programme Learning Goals – Expected Outcomes

MBA graduates will develop the following key learning skills:
1. The skills and competencies required to lead and perform in organisations, incorporating an understanding of self and social identity in interacting with team and organisation in the context of organisational culture, power, politics, communication, conflict, negotiation, crisis and change management.
2. Participants will develop dynamic management capability constituting human resource skills, financial analysis and marketing skills, the ability to analyse and develop strategy.
3. An understanding of the importance of, and role of business leaders in achieving sustainable values.
4. A comprehensive understanding of people, culture, organisation, and global business.
5. An ability to lead, influence, and implement value creation strategies that transform organisations and the people within it.

Programme Requirements

The completion requirements for this degree are dependent upon your admission criteria. If your admission was based upon having a bachelors degree, or demonstrated adequate training, experience and ability then you must:
» Pass 240 points at 500 level
» Pass all papers and achieve at least a B+ grade average over Part One (see note below)
» Fail no more than one paper.

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

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

Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme. Your Corporate and Executive Education Programme Co-ordinator will advise you of any specific assurance of learning requirements.

Distinction

If you achieve at least an A grade point average for your papers you may be awarded the MBA with Distinction.
Management experience is essential; build on your existing skills to release your potential and increase your ability to effectively manage.

The Waikato Postgraduate Diploma in Management Studies (PGDip(MgtSt)) is a prestigious programme renowned for its exceptional theoretical and practical qualities. The PGDip(MgtSt) provides you with a comprehensive introduction to the skills and knowledge required for effective management. You will be exposed to a participatory learning experience that focuses on the integration of theory and practice through practical coursework, case studies and class discussion. This diploma is suitable if you are in a role that carries management or supervisory responsibilities in an organisation, or if you are in business for yourself. The PGDip(MgtSt) can also be used as credit for part one of the MBA if you meet the MBA admission requirements.

### Programme Learning Goals – Expected Outcomes

PGDip(MgtSt) graduates will develop the following key learning skills:

1. The skills and competencies required to lead and perform in organisations, incorporating an understanding of self and social identity in interacting with team and organisation in the context of organisational culture, power, politics, communication, conflict, negotiation, crisis and change management.

2. Participants will develop dynamic management capability constituting human resource skills, financial analysis and marketing skills, the ability to analyse and develop strategy.

3. An understanding of the importance of, and role of business leaders in achieving sustainable values.

4. A comprehensive understanding of people, culture, organisation, and global business.

### Qualification Requirements

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

### Assurance of Learning

All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme. Your Corporate and Executive Education Programme Co-ordinator will advise you of any specific assurance of learning requirements.

### Distinction

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

www.management.ac.nz
MASTER OF BUSINESS AND MANAGEMENT

Our specially designed Master of Business and Management (MBM) is a full-time one year masters programme for graduate students who want to successfully enter today's fast-changing international corporate environment.

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

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

Master of Business and Management (MBM)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXLD508</td>
<td>Business and Environmental Sustainability</td>
</tr>
<tr>
<td>EXLD517</td>
<td>Organisational Culture, Crisis and Risk</td>
</tr>
<tr>
<td>EXLD519</td>
<td>Personnel and Human Resource Management</td>
</tr>
<tr>
<td>EXLD520</td>
<td>Financial Analysis and Performance</td>
</tr>
<tr>
<td>EXLD531</td>
<td>Decisions and Supply Chain Management</td>
</tr>
<tr>
<td>EXLD532</td>
<td>Economics for Managing</td>
</tr>
<tr>
<td>EXLD533</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>EXLD534</td>
<td>Marketing Strategically</td>
</tr>
<tr>
<td>EXLD545</td>
<td>International Business: Culture and Markets</td>
</tr>
<tr>
<td>EXLD548</td>
<td>Commercial Law and Corporate Governance</td>
</tr>
<tr>
<td>EXLD549</td>
<td>Finance and Financial Markets</td>
</tr>
<tr>
<td>EXLD550</td>
<td>Entrepreneurship and Innovation</td>
</tr>
<tr>
<td>EXLD551</td>
<td>Sustaining Authentic Leadership</td>
</tr>
<tr>
<td>EXLD535</td>
<td>Research Project</td>
</tr>
<tr>
<td>EXLD536</td>
<td>Action Learning Project</td>
</tr>
</tbody>
</table>

Programme Learning Goals – Expected Outcomes

MBM graduates will develop the following key learning skills:

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. A comprehensive understanding of the business environment.
5. The skills and understanding required for effective management, incorporating: communication and human resource skills, financial analysis, strategy and marketing skills, and an understanding of supply chain management.
6. An understanding of the importance of, and role of business leaders in achieving sustainable success.
7. An ability to lead teams and manage change.
8. An ability to develop a proposal, plan and undertake applied business research.

Programme Requirements

The MBM programme is a full-time one year masters programme that starts in November (T Semester). To complete the MBM you must:

» Pass 180 points at 500 level as prescribed in the planner.

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

Assurance of Learning
All programmes have learning goals which are expected outcomes for our graduates and we have assessments that are designed to measure how well these outcomes are being met – hence the name assurance of learning. Some assessments are embedded as part of your compulsory papers and may have marks, and some are required in order to complete your programme. Your Corporate and Executive Education Programme Co-ordinator will advise you of any specific assurance of learning requirements.

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 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 normally only offered to corporate clients and is a flexible programme that can be designed to meet individual client needs.

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

CORPORATE AND EXECUTIVE EDUCATION
Waikato Management School
Phone: +64 7 838 4198
Email: execed@waikato.ac.nz
Website: www.execed.ac.nz

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 shorter 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 three years full-time and six years part-time study.

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. Details of specific research themes and topics which are suitable for postgraduate research degrees are available on Department webpages.

www.management.ac.nz
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 Centre for Tertiary Teaching and Learning, the School’s Doctoral Studies Convenor, Department Chairpersons, and Department Graduate or PhD Convenors.

The School has a PhD Network which organises regular workshops on a wide range of topics which are relevant for PhD students on research design, research methods, writing and publications, as well as preparation for careers. In addition, the WMS PhD Network has a Facebook page for sharing information on activities, events, and scholarship opportunities.

Some financial support is also available to our students. The University Scholarship Office provides detailed information on a number of different scholarships – www.waikato.ac.nz/research/scholarships. You may also be able to obtain financial support from your department to conduct your research, attend conferences, and purchase resources. There may also be opportunities to take on teaching assistantship and tutoring work.

We 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 annual Waikato Management School Student Research Conference is held on-site contributing further to the all-important learning environment.

Programme Learning Goals – Expected Outcomes

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?

Before you fill in an application for our PhD programme, there are a series of matters for you to consider, these are found online at http://cms.mngt.waikato.ac.nz/education/Qualifications/HigherDegrees.aspx.

Postgraduate Studies Office

The University’s Postgraduate Studies Office provides support and advice to all doctoral students, and has a website of information about making enquiries, how to apply, enrolment, research, supervision, and more. Visit and explore: www.waikato.ac.nz/sasd/postgraduate.

Waikato Management School Student Support and Advice

The School’s Doctoral Convenor, Dr Cheryl Cockburn-Wootten, is responsible for the administration of the doctoral programme within Waikato Management School and can provide support and advice for doctoral students, as well as potential doctoral students. She also works with supervisors and chairpersons on issues relating to the doctoral programme.

The School’s Management Student Centre provides support and advice for all management students and can answer initial queries about eligibility and applying for PhD study. Administrative support for the School’s Doctoral Convenor is provided by the WMS Research Manager, Amanda Sircombe.
QUALIFICATIONS

RESEARCH AND METHODOLOGY PAPERS

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

Research Methodology Papers

Methodology papers are required for some qualifications and are required before undertaking a dissertation or thesis. Please discuss your programme of study with the MSC Graduate Consultant and your Department’s Graduate Convenor.

The following papers may be used as a prerequisite for a dissertation or thesis:

» **ECON528 Econometric Topics: Macroeconomics and Finance** and **ECON529 Microeconometrics**
  These 15 point papers are suitable for Economics or Finance students and focus on quantitative research methods and data measurement and analysis.

» **MNGT501 Research Methods in Management Studies**
  This 30 point paper is suitable for all students and covers the major aspects of research methodologies including: research design, data gathering, developing a proposal, literature reviews, quantitative and qualitative research methods, data measurement and analysis, critical and action research, surveys, experiments, observation, textual analysis and interpretative case studies.

» **MNGT502 Research Methods in Management Studies for Economics and Finance**
  This 15 point paper is only available to Economics and Finance students and focuses on research design, data gathering, developing a proposal, literature reviews and quantitative research methods.

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 approval from the Department Graduate Convenor to enrol for a 500 level Directed Study, and Chairperson approval for any other level Directed Study.

Dissertation or Thesis

Dissertations and/or thesis papers are required for some qualifications. A Dissertation is either 30 or 60 points and a Thesis is either 90 or 120 points. The 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 their MyWeb page.

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.

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

The 591 is a directed piece of inquiry written up as a research report and would normally be about 13,000 words. You would enrol in this type of paper when your research project is not of a type or scope that would normally be undertaken as a longer dissertation or thesis. If an external organisation is involved, then you will be responsible for ensuring that any special requirements of that organisation are met. However, your supervisor should be consulted before any research results are made available to an external organisation.

The 591 is examined by your supervisor and by another appropriately qualified person who has not been involved in the supervision process. A dissertation is a public document, and may be submitted to a plagiarism detection tool.

The 591 may not normally be taken in the BMS(Hons) as a 499 or 599 is part of the requirements for the degree.

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

These papers are sustained pieces of original scholarship; they must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and 60 point dissertations are the same and the comments below apply equally. Dissertations are examined by the supervisor and by a member of the department or School who has not been associated with the project. External examiners may also be used. Theses are examined by the supervisor and by a suitably qualified external examiner.

The different kinds of projects which are commonly undertaken for dissertation/thesis research include:

- **Theoretical Projects:** Concerned primarily with theoretical questions or problems and aim to make an original contribution to the conceptual base of the discipline(s) within which they are located.
- **Archival/Textual Projects:** Draw their data from archives, documents, and primary texts. For example, many theses in the history of management are based on the analysis of historical documents, such as those held in official archives or in community or company resource bases. Interdisciplinary areas of study, such as policy analysis or management theory, also lend themselves to this kind of research.
- **Empirical Projects:** Probably the majority of management dissertations/theses are empirical. They are either based on the researcher’s observations of the business world or draw on largely quantitative information from publicly available databases. To qualify as ‘research’, these observations must be both systematic (ie methodologically rigorous and disciplined) and located in a recognised academic tradition.

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

- **Thesis (120 points)** 52,000 words
- **Thesis (90 points)** 39,000 words
- **Dissertation (60 points)** 26,000 words.

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

Dissertations and theses become public documents once they have been marked, and may be submitted to a plagiarism detection tool.
SUBJECTS AND SPECIALISATIONS

SPECIALISATIONS

Similar to a major, a specialisation is a group of papers in a specific subject area, though it usually requires fewer papers than a major. The specialisation might be a concentration within a major such as Entrepreneurship and Innovation for the Strategic Management major; or it might be taken instead of a second major in a subject, for example French.

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

Specialisations for Degrees

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

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

You must include the following papers:
- AGRI201 New Zealand Agribusiness
- AGRI202 Sustainable Agriculture
- AGRI304 Advanced New Zealand Agribusiness.

and 20 points from the following list of electives:
- AGRI302 Agribusiness Project
- AGRI305/405 Strategic Management and Marketing for Agribusiness

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

Cruise Tourism Specialisation for the BTour(THMgt) and GradCert(Tourism Management)
For the first time, we can now offer a specialisation in Cruise Tourism. As part of this specialisation you will undertake an internship related to the cruise industry.

If you wish to take a specialisation in Cruise Tourism for either the BTour(THMgt) or Graduate Certificate (Tourism Management) you will be required to pass 60 points above 100 level.

You must include the following papers:
- TOMG210 Cruise Ship Tourism
- TOMG310 Global Cruise Destinations
- TOMG496 Tourism and Hospitality Internship: From Theory to Practice

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

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

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

Note(s): This specialisation is also available for the BSplS
Health Communication for the BCS and BMS

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

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

You must include (see note below):
» MCOM238 Communication, Health and Wellbeing.
And two of the following three papers:
» MCOM336/431 Negotiation and Persuasion
» MCOM340 Communicating Social Change
» SPLS311 Healthy Communities, Healthy Lifestyles.

Note(s): The above regulations are subject to internal approval processes; if approved they will be available in 2015.

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

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

If you wish to take any of the following language specialisations you will be required to pass 60 points above 100 level. The specific language requirements are as follows:

Chinese Language Specialisation

French Language Specialisation

German Language Specialisation
You must include: GERM231 German Language Intermediate 1, GERM233 German Language Intermediate 2, GERM301 German Language Studies 3.

Japanese Language Specialisation
You must include: JAPA231 Intermediate Japanese Part A, JAPA232 Intermediate Japanese Part B, JAPA331 Japanese 3: Part A. In order to take this specialisation, you will be required to complete the prerequisite papers JAPA131 and JAPA132.

Spanish Language Specialisation
You must include: SPAN231 Intermediate Spanish 1, SPAN232 Intermediate Spanish 2, SPAN310 Spanish 3.

Te Reo Māori Specialisation
You must include: 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.
SUBJECTS AND SPECIALISATIONS

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

Māori, Pacific and Indigenous Tourism Specialisation for the BTour(THMgt)
Māori Tourism plays a central role in New Zealand Tourism and in the Government’s strategy for its future. The strategy notes the role of tourism in the economy, and its relevance for our responsibility for the preservation and promotion of our environment, sites, people and culture. In a similar way, Pacific and Indigenous cultures are central to a significant proportion of tourism activity world-wide and an understanding of its positive and negative impacts. If you wish to take a specialisation in Māori, Pacific and Indigenous Tourism for the BTour(THMgt) degree then you will be required to pass 80 points above 100 level.
You must include: TOST201 Tourism Impacts, MPDV200 Indigenous Development, MPDV300 Contemporary and Critical Issues in Māori, Pacific and Indigenous Development; and 20 points from the following list of electives: GEOG210 Regional Geography; Pacific Island Region, MPDV302 Sustainable Development in Māori, Pacific and Indigenous Contexts, TOST300 The Social Construction of Tourism and Tourists, TOMG403 Managing Tourism Experiences in the Pacific Rim.

Specialisations for Subjects
You can also choose to take a specialisation in Entrepreneurship and Innovation for the Strategic Management major. Look under the specific subject, and find the item Qualifications and Specific Subject requirements and then locate the BMS major and the requirements for the specialisation for further information.
A specialisation in Personal Financial Planning for the Graduate Diploma in Finance is also available for practicing financial planners and advisers. For further information on this specialisation please contact the Chairperson of Finance.
WHY CHOOSE ACCOUNTING?

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

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

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

Accounting is available as a subject or major for several specific qualifications; for details of these please see 'Qualification and Specific Subject Requirements'. If you are not enrolled in a bachelors degree that lists Accounting as an available subject you may still take it as a second major; please see 'Qualifications and Specific Subject Requirements' and look under Generic 2nd Major.

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

CAREERS

» Auditor
» Company Accountant
» Financial Accountant
» Financial Controller
» Management Accountant
» Taxation Adviser

EMPLOYERS

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

CONTACTS FOR ACCOUNTING

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

MARTIN KELLY – GRADUATE CONVENOR
Location: MSB.3.36
Phone: +64 7 838 4466 extn 8653
Email: kelly@waikato.ac.nz
If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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**QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS**

**Bachelor of Management Studies (BMS)**

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

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing 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 next page)

» ACCT301 Accounting Theory or ACCT401 Advanced Accounting Theory

» ACCT302 Financial Accounting.
If Accounting is your second major then you can count MNGT221 as a major paper for this subject. Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Accounting”. On the left hand side under “About Subject” select “Regulations” making sure the information is for 2015. 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.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Accounting are that you must include:

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

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Accounting”. On the left hand side under “About Subject” select “Regulations” making sure the information is for 2015. 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.

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. In order to meet the Assurance of Learning requirements for this programme you must include an X type occurrence from either ACCT313, ECON308 or FINA305, unless you have previously completed this requirement as part of an earlier paper. 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 (see note next page).
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.

If Accounting is your first major and you are taking two majors then you can count FINA201 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If ACCT313 is the earliest enrolment of either ACCT313, ECON308 or FINA305 then you must enrol in an X type occurrence in order to complete the assurance of learning requirements for your programme. XS, XA, XB, XT are the occurrences available; the second letter corresponds to the specific semester.

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

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

» Either ACCT591 Accounting Dissertation or ACCT592 Accounting Dissertation.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

### Bachelor of Electronic Commerce (BECom)

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

The specific requirements for Accounting are that you must include:

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

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

### Generic 2nd Major

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails
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. You must also meet the specific requirements prescribed for any subject.
There are no specific requirements for this subject.
Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)
To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department's Graduate Convenor. The specific requirements for Accounting are that you must include:
- ACCT209 Accounting and Managerial Decision Making (see notes below).

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Certificate (PGCert)
To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.
The specific requirements for Accounting are that you must meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.
Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)
To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department's Graduate Convenor.
The specific requirements for Accounting are that you must meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study.
Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Make MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details).

» Meet the specific requirements prescribed for any subject.

There are no additional specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Professional Accounting (MPAcct)

To complete the requirements for the MPAcct you must pass 220 points at 500 level and submit a Portfolio of Achievement (see qualification information for further details).

You must include:

Stage One Core Knowledge and Skills
» ACCT570 Fundamental Accounting for Decision Making
» ACCT571 Financial Accounting
» ACCT576 Commercial and Corporate Law
» ACCT577 Financial Management
» ACCT578 Accounting Information Systems
» ECON506 Economics for Business
» ECON507 Quantitative Skills for Finance and Economics
» EXLD538 Organisational Behaviour.

Stage Two Advanced Professional Knowledge
» ACCT572 Advanced Auditing
» ACCT573 Advanced Management Accounting
» ACCT574 Advanced Financial Accounting
» ACCT575 Advanced Taxation.

Stage Three Professional Development Capstone
» ACCT581 Professional Development Capstone or
» ACCT582 Research Project and ACCT583 Professional Internship.

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

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

Contact the Department’s Graduate Convenor.
WHY CHOOSE AGRIBUSINESS?

Agribusiness is a critical component of New Zealand’s export economy and also accounts for a significant part of the domestic economy. Agribusiness combines all facets of business operations, and associated organisations that make up the agricultural sector.

In a small, country 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 value chains. In choosing Agribusiness, you will build knowledge and business skills across the range of management capabilities that are relevant to the modern world.

Agribusiness is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. Agribusiness is also available as a specialisation (see ‘Specialisations’ section for further information). If you are not enrolled in a bachelors degree that lists Agribusiness as an available subject you may still take it as a second major; please see ‘Qualifications and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Agribusiness Sector businesses, eg banking, accounting, manufacturing, marketing, insurance etc
» Agribusiness Supplies and Sales
» Agritechnology Management
» Consultancy Industry
» Entrepreneur in Agricultural Business
» Government Adviser

EMPLOYERS

» Agricultural Business Enterprises; banking and accounting
» Agricultural Research Organisations
» Agribusiness Co-operatives
» Businesses engaging with the agribusiness sector
» Government Ministries
» Self-employed Entrepreneur

CONTACTS FOR AGRIBUSINESS

JANA ROWLANDS – ADMINISTRATOR
Location: MSB.3.39
Phone: +64 7 838 4466 extn 5009
Email: rowlandj@waikato.ac.nz

PROFESSOR JACQUELINE ROWARTH
Location: MSB.3.37
Phone: +64 7 838 4466 extn 8456
Email: jrowarth@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Agribusiness are that you must include:

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

And choose 20 points from (see note below):

» AGRI390/490 Directed Study
» ECON306/406 International Trade and Finance
» ECON308/408 Managerial Economics and Strategy
» INMG311 The International Business Environment
» INMG317 Doing Business internationally
» MKTG353/453 International Marketing
» MSYS377 Supply Chain Management.

If Agribusiness is your second major then you can count MNGT221 as a major paper for this subject in place of the 20 point elective paper requirement.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Agribusiness”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

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 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Agribusiness are that you must include:

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

And choose at least 20 points from:

- AGRI390/490 Directed Study
- ECON306/406 International Trade and Finance
- ECON308/408 Managerial Economics and Strategy
- INMG311 The International Business Environment
- INMG317 Doing Business Internationally
- MKTG353/453 International Marketing
- MKTG553 International Marketing
- MSYS377 Supply Chain Management
- MSYS576 21st Century Logistics.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major. For Agribusiness this would mean that the 20 point elective paper would no longer be required.

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; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note(s):** If approved the revised regulations will replace the above from 2015 and will be available online via [www.management.ac.nz/handbook](http://www.management.ac.nz/handbook). To find the information select “Subjects” to see the list of available subject areas; then choose “Agribusiness”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

**Generic 2nd Major**

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. A proposal to change the below requirements is awaiting approval (see note next page). At the time of printing 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

And choose 20 points from:

- ACCT209 Accounting and Managerial Decision Making
- AGRI390/490 Directed Study
AGRICULTURE

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

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Agribusiness”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

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 also meet the specific requirements prescribed for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Agribusiness are that you must include:
» AGRI201 New Zealand Agribusiness
» AGRI202 Sustainable Agriculture
» AGRI304/404 Advanced New Zealand Agribusiness
» AGRI305/405 Strategic Management and Marketing for Agribusiness

And choose 20 points from:
» ECON306/406 International Trade and Finance
» ECON308/408 Managerial Economics and Strategy
» INMG311 The International Business Environment
» INMG317 Doing Business Internationally
» MKTG353/453 International Marketing
» MSYS377 Supply Chain Management.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study. If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Agribusiness”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

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 the specific requirements prescribed for any subject.

The specific requirements for Agribusiness are that you must include:
» AGRI501 International Agribusiness.

And choose 30 points from:
» AGRI502 Agribusiness Case Studies
» AGRI590 Directed Study
» ECON504 Econometric Analysis
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
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 also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Agribusiness are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:

- AGRI501 International Agribusiness
- MKTG553 International Marketing
- MSYS576 21st Century Logistics.

And choose 30 points from:

- AGRI502 Agribusiness Case Studies
- AGRI590 Directed Study
- ECON504 Econometric Analysis
- ECON539 Environmental and Economic Resources
- ECON543 Econometrics: Directed Reading
- INMG501 E-Global Business: Strategic Management and Marketing

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

- Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies (unless passed previously)
- Take a dissertation (591/592) or thesis (593/594) in your subject area
- Submit a Portfolio of Achievement (see qualification information for further details).
- Meet the specific requirements prescribed for any subject.

The specific requirements for Agribusiness are that you must include (unless passed previously):

- AGRI501 International Agribusiness
- AGRI502 Agribusiness Case Studies
- MKTG553 International Marketing.
All students may choose any additional papers from:
» AGRI590 Directed Study
» ECON504 Econometric Analysis
» ECON539 Environmental and Economic Resources
» ECON543 Econometrics: Directed Reading
» INMG501 E-Global Business: Strategic Management and Marketing
» MSYS576 21st Century Logistics.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Professional Management (MPM)

The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However, all students must:
» Submit a Portfolio of Achievement (see qualification information for further details).

The specific requirements for the field of Agribusiness are:

Stage One Core Knowledge and Skills (see note below)
» AGRI503 Competitive International Agribusiness
» AGRI504 Farm Processes and Management for Agribusiness
» AGRI505 Finance and Investment Analysis for Agribusiness
» ECON506 Economics for Business.

Stage Two Advanced Professional Knowledge
» AGRI506 Management, Governance and Leadership in Agribusiness
» AGRI507 Agribusiness Value Chain Innovation and Strategy
» AGRI508 Food Systems Trade and Policy
» AGRI509 Agricultural Systems, Risk and Resilience
» MKTG502 International Marketing for Agribusiness.

Stage Three Applied Research and Professional Internship
» MNGT597 Internship and Action Research
» AGRI510 Applied Agribusiness Research Project.

Note(s): If you have previously achieved an A-grade pass for a paper that is deemed to be equivalent or restricted with a Stage One paper then you may take an alternative 500 level subject paper. If an A-grade pass has not been achieved then you must include these papers in your programme.

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

Contact the Department’s Graduate Convenor.
ECONOMICS

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. Economics 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 more clearly.

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

Economics is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Subject Specific Requirements’. If you are not enrolled in a bachelors degree that lists Economics as an available subject you may still take it as a second major; please see ‘Qualifications and Specific Subject Requirements’ and look under Generic 2nd Major.

Complementary areas of study may include Finance, Marketing, Human Resource Management, International Management, Strategic Management, Agribusiness, Electronic Commerce and Accounting.

CAREERS

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

EMPLOYERS

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

CONTACTS FOR ECONOMICS

MARIA FITZGERALD
ADMINISTRATION MANAGER
Location: MSB.2.16
Phone: +64 7 838 4466 extn 4758
Email: mfitzy@waikato.ac.nz

MICHAEL CAMERON
UNDERGRADUATE CONVENOR
Location: MSB.2.23
Phone: +64 7 838 4466 extn 5082
Email: mcam@waikato.ac.nz

MARK HOLMES
GRADUATE CONVENOR
Location: MSB.2.20
Phone: +64 7 838 4466 extn 4454
Email: holmesmj@waikato.ac.nz

ANNA STRUTT
GRADUATE CONVENOR
Location: MSB.3.26
Phone: +64 7 838 4466 extn 4958
Email: astrutt@waikato.ac.nz
## Subject Papers

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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<td>GradDip(Econ)</td>
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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

The specific requirements for Economics are that you must include:
» ECON202/302 Microeconomics and Business Economics
» ECON204 Quantitative Methods for Economics and Finance
» No more than two FINA coded papers from the subject papers’ list for economics.

If Economics is your second major then you can count MNGT221 as a major paper for this subject.

The undergraduate convenor can help you plan your Economics major. You are encouraged to seek his advice as you plan your degree.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Economics are that you must include as part of your undergraduate study:
» ECON202/302 Microeconomics and Business Economics
» ECON204 Quantitative Methods for Economics and Finance
» No more than two FINA coded papers from the subjects papers’ list for economics

And choose at least one paper from:
» ECON503 Long-run Macroeconomic Analysis
» ECON505 Short-run Macroeconomic Analysis
» ECON519 Microeconomic Analysis – Methods
» ECON520 Microeconomic Analysis – Theory
» ECON528 Econometric Topics: Macroeconomics and Finance
» ECON529 Microeconometrics.
If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**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. In order to meet the Assurance of Learning requirements for this programme you must include an X type occurrence from either ACCT313, ECON308 or FINA305, unless you have previously completed this requirement as part of an earlier paper. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Economics are that you must include:

» ECON202/302 Microeconomics and Business Economics

» ECON204 Quantitative Methods for Economics and Finance

» No more than two FINA coded papers from the subject papers’ list for economics.

And if Economics is your first major you must also include the applied project, work experience or business applications paper:

» ECON308 Managerial Economics and Strategy (see note below).

If Economics is your first major and you are taking two majors then you can count ECON200 as a major paper for this subject.

The undergraduate convenor can help you plan your Economics major. You are encouraged to seek his advice as you plan your degree.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If ECON308 is the earliest enrolment of either ACCT313, ECON308 or FINA305 then you must enrol in an X type occurrence in order to complete the assurance of learning requirements for your programme. XS, XA, XB, XT are the occurrences available; the second letter corresponds to the specific semester.

**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 (see notes below):

» Either ECON591 Economics Dissertation or ECON592 Economics Dissertation

» No more than one FINA coded paper from the subject papers’ list for economics.

And choose at least one paper from:

» ECON503 Long-run Macroeconomic Analysis

» ECON505 Short-run Macroeconomic Analysis

» ECON519 Microeconomic Analysis – Methods

» ECON520 Microeconomic Analysis – Theory

» ECON528 Econometric Topics: Macroeconomics and Finance

» ECON529 Microeconometrics
Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Generic 2nd Major**

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

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

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**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. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Economics are that you must include no more than 20 points in FINA coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department's Graduate Convenor.

The specific requirements for Economics are that you must include:

» Either ECON200 Macroeconomics and the Global Economy or ECON202/302 Microeconomics and Business Economics (see notes below)
» No more than two FINA coded papers from the subject papers' list for economics.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

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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 the specific requirements prescribed for any subject.

The specific requirements for Economics are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Economics are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include at least one of (see notes below):

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

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take 30 points in recognised graduate research methodology papers, which must include MNGT502 Research Methods in Management Studies for Economics and Finance and either ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details)
» Meet the specific requirements prescribed for any subject.

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ECONOMICS

The specific requirements for **Economics** are that you must include (unless passed previously). A paper from at least two of the following three core areas:

- **Macroeconomics**: Either ECON503 Long-run Macroeconomic Analysis or ECON505 Short-run Macroeconomic Analysis
- **Microeconomics**: Either ECON519 Microeconomic Analysis – Methods or ECON520 Microeconomic Analysis – Theory
- **Econometrics**: Either ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics.

The specific requirements for **Applied Economics and Finance** are that you would normally be expected to take a balanced mixture of Economics and Finance papers and (unless passed previously) include:

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

Remaining papers can be chosen from those ticked for this qualification and relevant subject in the tick-chart table (though for Applied Economics and Finance please also see the Finance tick chart for further Finance papers that can be included). Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

*Note(s):* If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
ELECTRONIC BUSINESS

WHY CHOOSE ELECTRONIC BUSINESS?

With the growth of electronic commerce and the knowledge economy, most organisations now have electronic business systems at the heart of their operation.

Every department and individual in an organisation has specialist knowledge that is vital for company performance, but often there is a lack of co-ordination between these departments and people. A good electronic business systems manager can change that by gathering and distributing data more efficiently, and therefore influences strategic decision-making.

As practically every aspect of business now involves electronic technology, this subject gives you the business and technological skills to make you a crucial part of a company’s management team.

Electronic Business is available as a subject or major for several specific qualifications; for details of these please see ‘Qualifications and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Electronic Business as an available subject you may still take it as a second major; please see ‘Qualifications and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

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

EMPLOYERS

» Government Departments
» International Consultancy Practices
» Major Retailers
» Manufacturing or Service Organisations

CONTACTS FOR ELECTRONIC BUSINESS

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

KATHY OOI – DEPARTMENT ADMINISTRATOR
Location: MSB.G.01
Phone: +64 7 838 4466 extn 4561
Email: kooi@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

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

- MSYS212 The Techno-Savvy Manager
- 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.

If Electronic Business is your second major then you can count MNGT221 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

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

- MSYS212 The Techno-Savvy Manager
- 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.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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 The Techno-Savvy Manager
- MSYS319 Industry Experience 2 (see next page)
- MSYS351 E-Business: IT Strategy in Action
- MSYS358 E-Business Implementation.
Remainder papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails

**Note(s):** If you are taking Electronic Business as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.

### Generic 2nd Major

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 The Techno-Savvy Manager
- 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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails

### 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. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

### Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

- The specific requirements for Electronic Business are that you must include: MSYS212 The Techno-Savvy Manager
- 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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails

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

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

Contact the Department’s Graduate Convenor.

www.management.ac.nz
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 TradeMe 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.

CAREERS

» E-commerce Entrepreneur
» E-commerce Marketing Manager
» E-commerce Consultant
» Implementation Consultant
» Website Systems Programmer
» Website Developer

EMPLOYERS

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

CONTACTS FOR ELECTRONIC COMMERCE

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

KATHY OOI – DEPARTMENT ADMINISTRATOR
Location: MS8.G.01
Phone: +64 7 838 4466 extn 4561
Email: kooi@waikato.ac.nz
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[www.management.ac.nz](http://www.management.ac.nz)
QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Electronic Commerce with Honours (BECom(Hons))

To complete the requirements for the BECom(Hons) you must pass 120 points at 500 level, submit a Portfolio of Achievement (see BECom(Hons) qualification information for further details) and include:

- MNGT501 Research Methods in Management Studies
- MSYS591 Dissertation (from a subject area available to the undergraduate degree).

And choose 60 points from:

- ECON528 Econometric Topics: Macroeconomics and Finance
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- MCOM585 Public Relations: Context and Applications
- MKTG552 Advanced Advertising Strategy
- MSYS555 E-Business Investigation
- MSYS558 Contemporary Issues in E-Business
- MSYS577 E-Enabled Agile Supply Chains
- INMG501 E-Global Business: Strategic Management and Marketing
- STMG512 Strategic Innovation
- STMG524 Entrepreneurship, Theory and Practice.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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 also meet the specific requirements prescribed for any subject.

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

- MSYS221 Entrepreneurial Electronic Commerce
- ACCT224 Legal Issues in Business and E-Commerce
- STMG346/STMG446 Managing Innovation.

And choose 60 points from:

- ECON309/409 New Economics of Business
- MSYS353/453 Smart Technologies and Social Media
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Managing Projects
- 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 Venture Creation.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for Electronic Commerce are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Electronic Commerce are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:

» MNGT501 Research Methods in Management Studies
» MSYS591 Dissertation.

And choose 60 points from:

» ECON528 Econometric Topics: Macroeconomics and Finance
» FINA511 Advanced Corporate Finance
» FINA512 Investments and Portfolios
» INMG501 E-Global Business: Strategic Management and Marketing
» MCOM585 Public Relations: Context and Applications
» MKTG552 Advanced Advertising Strategy
» MSYS555 E-Business Investigation
» MSYS558 Contemporary Issues in E-Business
» MSYS577 E-Enabled Agile Supply Chains
» STMG512 Strategic Innovation
» STMG524 Entrepreneurship, Theory and Practice.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Electronic Commerce (MECom)

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

» Select a stream
» Meet with the Department’s Graduate Convenor and follow an approved programme of study
» Include MSYS558 Contemporary Issues in E-Business.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor
ENTREPRENEURSHIP

WHY CHOOSE ENTREPRENEURSHIP?

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 will teach you to identify unique qualities of successful entrepreneurial business strategies and to implement those strategies in the creation of new business.
A qualification in entrepreneurship will give you the measured skills to engage in an entrepreneurial role, look at niche opportunities and extract value from untapped areas. You’ll also learn business skills that cover concept planning and development, introducing the product to market, and most importantly keeping it there.
If you are not enrolled in a bachelors degree that lists Entrepreneurship as an available subject you may still be able to take it as a second major, please see 'Qualifications and Specific Subject Requirements' and look under Generic 2nd Major.

CAREERS

» Business Entrepreneur
» Business Plan Consultant
» Entrepreneurial Innovator
» Seed Incubator

CONTACTS FOR ENTREPRENEURSHIP AND INNOVATION

BOBBIE WISNESKI - UNDERGRADUATE/GRADUATE ADVISER
Location: MSB.4.08
Phone: +64 7 838 4466 extn 4195
Email: bobbie@waikato.ac.nz
### SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Entrepreneurship (BEntre)

To complete the requirements for this major you must pass 120 points above 100 level in the subject, including 60 points at 300 level.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Entrepreneurship are that you must include:
- ACCT224 Legal Issues in Business and E-Commerce
- STMG324 Venture Creation
- STMG312 Entrepreneurial Opportunity Recognition
- STMG391 Strategic Management.

And choose 40 points from:
- HRMG242 Human Resource Management
- MSYS221 Entrepreneurial Electronic Commerce

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Entrepreneurship and Innovation”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

Generic 2nd Major

Even if you are enrolled in an undergraduate degree that doesn’t list Entrepreneurship as a major subject you may normally still take it as a second major. You must include (see note below):
- ACCT224 Legal Issues in Business and E-Commerce
- STMG312 Entrepreneurial Opportunity Recognition
- STMG324 Venture Creation (see note below)
- STMG391 Strategic Management.

And choose 40 points from:
- HRMG242 Human Resource Management
- MSYS221 Entrepreneurial Electronic Commerce

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): A proposal to change the title of this paper is awaiting approval, if approved the paper will be STMG324 Entrepreneurship and Innovation.
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 also meet the specific requirements prescribed for any subject.

The specific requirements for Entrepreneurship and Innovation are that you must include:
» STMG324/424 Venture Creation (see note below)
» Either STMG346/446 Managing Innovation or STMG391 Strategic Management.

And choose 80 points from:
» STMG222 Net Ready: Navigating the Competitive Landscape
» STMG244/344 Management for People, Planet and Profit
» STMG285/385 Strategy for Enterprise
» ACCT322 Law of Business Enterprises
» HRMG342 Human Resource Management
» INMG311 The International Business Environment
» STMG325/425 Self-Actualising Leadership
» STMG330/430 Management, Technology and Organisations
» STMG388/488 Strategic Alliances and Networks
» FINA403 Small Business Finance
» TOMG405 Entrepreneurship in Tourism and Hospitality.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study. A proposal to change the title of STMG324 is awaiting approval, if approved the paper will be entitled Entrepreneurship and Innovation.

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 also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Entrepreneurship and Innovation are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:
» 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; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
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, sharebrokers and the Reserve Bank are some of the players in the finance industry.

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

Finance is available as a subject or major for several specific qualifications; for details of these please see ‘Qualifications and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Finance as an available subject you may still take it as a second major; please see ‘Qualifications and Specific Subject Requirements’ and look under Generic 2nd Major.

Complementary areas of study may include Accounting, Economics and Management Systems.

CAREERS

» Commercial and Investment Banker
» Corporate Finance
» Financial Analyst
» Financial Management
» Financial Planner
» Sharebroker

EMPLOYERS

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

CONTACTS FOR FINANCE

DENISE MARTIN
DEPARTMENT ADMINISTRATOR
Location: MSB.3.38B
Phone: +64 7 838 4448
Email: dmmartin@waikato.ac.nz

KRISHNA REDDY
DEPARTMENT CHAIRPERSON
Location: MSB.3.38G
Phone: +64 7 838 4916
Email: krishna@waikato.ac.nz

NIROSHA WELLALAGE
UNDERGRADUATE CONVENOR
Location: MSB.3.38K
Phone: +64 7 838 4196
Email: nirosha@waikato.ac.nz

GEETA DUPPATI
GRADUATE CONVENOR
Location: MSB.3.38L
Phone: +64 7 856 2889 extn 6249
Email: geetad@waikato.ac.nz
If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

The specific requirements for Finance are that you must include:
» FINA311 Corporate Finance
» FINA312 Portfolios and Markets
» No more than 40 points in ECON coded papers.

If Finance is your second major then you can count MNGT221 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

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The specific requirements for Finance are that you must include:

- FINA311 Corporate Finance
- FINA312 Portfolios and Markets
- No more than two ECON coded papers.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

### 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. In order to meet the Assurance of Learning requirements for this programme you must include an X type occurrence from either ACCT313, ECON308 or FINA305, unless you have previously completed this requirement as part of an earlier paper. 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 include the applied project, work experience or business applications paper:

- FINA305 Business Analysis and Valuation (see note below).

If Finance is your first major and you are taking two majors then you can count FINA201 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If ECON308 is the earliest enrolment of either ACCT313, ECON308 or FINA305 then you must enrol in an X type occurrence in order to complete the assurance of learning requirements for your programme. XS, XA, XB, XT are the occurrences available; the second letter corresponds to the specific semester.

### 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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.
Generic 2nd Major

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Finance are that you must include no more than 20 points in ECON coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Finance are that you must include:
- FINA201 Finance
- FINA311 Corporate Finance
- FINA312 Portfolios and Markets
- No more than two ECON coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for Finance are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Finance are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:

- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

- Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies or MNGT502 Research Methods in Management Studies for Economics and Finance (unless passed previously)
- Take a dissertation (591/592) or thesis (593/594) in your subject area
- Submit a Portfolio of Achievement (see qualification information for further details)
- Meet the specific requirements prescribed for any subject.

The specific requirements for Finance are that you must include (unless passed previously):

- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios.

The specific requirements for Applied Economics and Finance are that you would normally be expected to take a balanced mixture of Economics and Finance papers and (unless passed previously) include:

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

Remaining papers can be chosen from those ticked for this qualification and relevant subject in the tick-chart table (though for Applied Economics and Finance please also see the Economics tick chart for further Economics papers that can be included). Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails
Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Professional Management (MPM)

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

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

The specific requirements for the field of Finance are:

Stage One Core Knowledge and Skills (see note below)

» FINA510 Financial Theory and Corporate Policy
» FINA517 Investment, Portfolios and Financial Markets
» ECON507 Quantitative Skills for Finance and Economics

Stage Two Advanced Professional Knowledge

» FINA502 Derivative Securities One
» FINA503 Issues in Corporate Finance
» FINA507 Corporate Restructuring and Governance
» FINA519 Derivatives Two
» FINA504 International Corporate Finance.

Stage Three Applied Research and Professional Internship

» FINA515 Advanced Financial Modelling
» FINA505 Applied Research Project in Finance.

Note(s): If you have previously achieved an A- grade pass for a paper that is deemed to be equivalent or restricted with a Stage One paper then you may take an alternative 500 level subject paper. If an A- grade pass has not been achieved then you must include these papers in your programme.

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

Contact the Department’s Graduate Convenor.
HOSPITALITY MANAGEMENT

WHY CHOOSE HOSPITALITY MANAGEMENT?

Learn to integrate and manage sustainable hospitality operations that make lasting impressions. Hospitality Management focuses on the organisation of businesses that supply food, drink, accommodation and entertainment. This industry needs operators who can plan, control, make strategic decisions, and understand the legal requirements for this sector.

The hospitality industry in New Zealand is a growth industry and faces constant demand for skilled staff, not only to service a domestic market, but also around the world.

Hospitality Management is available as a first major for the BTour(THMgt) and the BMS; for details of these requirements please see ‘Qualifications and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Hospitality Management as an available subject you may still take it as a second major; please see ‘Qualifications and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Catering Services Manager
» Front Office Manager
» Gaming Management
» Hotel Manager
» Restaurant and Bar Manager
» Tourism Operator

EMPLOYERS

» Commercial Caterers
» Conference and Event Centres
» Hotels and Resorts
» Museums
» Restaurants
» Tourism and Leisure Attractions

CONTACTS FOR HOSPITALITY MANAGEMENT

ANNE ZAHRA – BTOUR(THMGT) CONVENOR
Location: MSB. 2.35
Phone: +64 7 838 4466 extn 5087
Email: annezara@waikato.ac.nz

TIM LOCKYER – GRADUATE CONVENOR
Location: MSB.3.34
Phone: +64 7 838 4466 extn 6321
Email: lockyer@waikato.ac.nz

JAN MARR – DEPARTMENT ADMINISTRATOR
Location: MSB.2.31
Phone: +64 7 838 4466 extn 4045
Email: jmarr@waikato.ac.nz
If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Hospitality Management as a first major are that you must include:

» TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
» TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
» TOMG304 Tourism and Hospitality Law
» TOMG306 Tourism and Hospitality Management Control and Decision Making
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG406 Hospitality Operations and Sustainable Management.

If Hospitality Management is your second major then you can count MNGT221 for this major and you must include TOMG206/216, TOMG207/217, TOMG405, TOMG406 and choose 20 points from the remaining papers prescribed above.

For full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Hospitality Management”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Hospitality Management as a first major are that you must include (see notes below):

» TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
» TOMG304 Tourism and Hospitality Law
» TOMG306 Tourism and Hospitality Management Control and Decision Making
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG503 Hotel and Resort Management.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

For full details of available papers visit www.management.ac.nz/handbook/paperdetails
Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Hospitality Management”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

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.

If Hospitality Management is your first major and you are taking two majors then you can count TOMG390 or MNGT496 as a major paper for this subject in place of TOMG304, TOMG306, TOMG405 or TOMG406.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Bachelor of Tourism with Honours (BTour(Hons))

The requirements for this qualification are located under the subject Tourism Management.

Generic 2nd Major

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.

For full details of available papers visit www.management.ac.nz/handbook/paperdetails
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 Professional Management (MPM)

International Hospitality Management
The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However, all students must:
» Submit a Portfolio of Achievement (see qualification information for further details).

The specific requirements for the field of International Hospitality Management are:

Stage One Core Knowledge and Skills (see note below)
» TOMG514 Tourism and Hospitality Management Control and Decision Making
» TOMG515 Entrepreneurship in Tourism and Hospitality
» TOMG516 Event Management Strategies
» TOMG517 Global Tourism Futures.

Stage Two Advanced Professional Knowledge
» TOMG503 Hotel and Resort Management
» TOMG518 Tourism and Hospitality Human Capital Management
» TOMG519 Tourist Behaviour and Markets
» TOMG520 Hospitality Operations Service Management.

Stage Three Applied Research and Professional Internship
» TOMG521 Internship and TOMG522 Hospitality Action Research, or
» TOMG523 Hospitality Research Investigation.

Note(s): If you have previously achieved an A-grade pass for a paper that is deemed to be equivalent or restricted with a Stage One paper then you may take an alternative 500 level subject paper. If an A-grade pass has not been achieved then you must include these papers in your programme.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the Department’s Graduate Convenor.
HUMAN RESOURCE MANAGEMENT

WHY CHOOSE HUMAN RESOURCE MANAGEMENT?

Human Resource Management is about developing and managing an organisation’s most valuable asset, its people.

Human Resource Management is concerned with getting the right people into the right jobs; and further knowing how to keep them and advance their careers. HR managers have a strategic role in an organisation because they deal with recruitment, salaries, training programmes and staff performance.

By studying Human Resource Management, you’ll acquire people management skills that will help you to better understand your workmates and employees, and effectively manage your future staff.

Human Resource Management is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Human Resource Management as an available subject you may still take it as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

Complementary areas of study may include Strategic Management, Management Communication, Management Systems, Accounting, Marketing and Economics.

CAREERS

» Employment Court Official
» Human Capital Development Strategist
» Human Resource Manager/Adviser/Officer
» Industrial Relations Mediator/Facilitator
» Payroll Manager/Administrator

EMPLOYERS

» Consultancy Firms
» Government Departments
» International Companies
» Large Corporates
» Professional Organisations

CONTACTS FOR HUMAN RESOURCE MANAGEMENT

BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE ADVISER
Location: MSB.4.08
Phone: +64 7 838 4466 extn 4195
Email: bobbie@waikato.ac.nz

MARK HARCOURT – PHD HUMAN RESOURCE MANAGEMENT ENQUIRIES
Location: MSB.4.12
Phone: +64 7 838 4466 extn 6097
Email: mark@waikato.ac.nz

www.management.ac.nz
## SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

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

The specific requirements for Human Resource Management are that you must include:

- HRMG342 Human Resource Management
- At least 80 points in HRMG coded papers.

If Human Resource Management is your second major then you can count MNGT221 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Human Resource Management are that you must include:

- HRMG342 Human Resource Management
- At least 80 points in HRMG coded papers.
If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Generic 2nd Major**

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 in HRMG coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**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. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Human Resource Management, are that you must include at least 40 points in HRMG coded papers. Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Human Resource Management are that you must include:

» HRMG342 Human Resource Management
» At least 80 points in HRMG coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for Human Resource Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and that you must include at least 60 points in HRMG coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Human Resource Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include at least 60 points in HRMG coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details)
» Meet the specific requirements prescribed for any subject.

The specific requirements for Human Resource Management are that you must include an additional 60 points in HRMG coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.

www.management.ac.nz
WHY CHOOSE INTERNATIONAL MANAGEMENT?

See the global picture. International Management deals with business activities that span continents and cultures.

New Zealand businesses must learn to operate effectively in countries with different economic, cultural, political, legal and technological environments. International management teaches you how to analyse international business environments and to develop effective strategies for entering and servicing international markets.

Uniquely, alongside management papers, you can choose to learn, or continue to learn, a foreign language. These skills prepare you for a range of careers in the commercial sector, notably in export and international management, finance, government departments and tourism.

International Management is available as a subject or major for several specific qualifications; for details of these please see 'Qualification and Specific Subject Requirements'. If you are not enrolled in a bachelors degree that lists International Management as an available subject you may still take it as a second major; please see 'Qualification and Specific Subject Requirements' and look under Generic 2nd Major.

Complementary areas of study may include Accounting, Economics, Finance, Languages, Human Resource Management, Strategic Management and Tourism Management.

CAREERS

» Business Development Adviser
» Industrial Development Analyst
» International Marketing Analyst
» International Trade Policy Adviser
» Tourism Consultant
» Translator

EMPLOYERS

» International and Government Organisations
» Ministry of Economic Development
» Ministry of Foreign Affairs and Trade
» Multinational Enterprises
» New Zealand Trade and Enterprise
» Tourism Operators

CONTACT FOR INTERNATIONAL MANAGEMENT

MICHÈLE AKOORIE – UNDERGRADUATE, GRADUATE AND PHD ENQUIRIES

Location: MSB.4.32
Phone: +64 7 838 4466 extn 8642
Email: mema@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit www.management.ac.nz/handbook/paperdetails

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

The specific requirements for International Management are that you must include:

» INMG311 The International Business Environment
» INMG412 International Business Strategy.

And complete one of the following options:

» A Language specialisation as prescribed for the BMS/BMS(Hons) degree (a Language major is also acceptable) in Chinese, French, German, Japanese, Spanish or te reo Māori

» Study abroad leading to credit of at least 60 points undertaken while enrolled for your BMS degree

» Completion of an international 499 Report of an Investigation, or an international Directed Study paper, that involves at least three weeks of research outside of New Zealand

» Structured International Coursework including: INMG317 Doing Business Internationally or POLS314 European Integration, and one of ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM376/476 Diversity Leadership or MKTG353/453 International Marketing.

If International Management is your second major then you can count MNGT221 as a major paper for this subject.

All students may choose any additional papers from the following list, though papers often have prerequisites and careful programme planning will be required, from:

» ECON236/336 Comparative Economics in Global Perspective
» MCOM231 Interpersonal Communication at Work
» TOMG202/307 Managing Tourism Demand and Behaviour
» ACCT331 Management Accounting
» ECON306/406 International Trade and Finance
» ECON319/419 China’s Economic Development
» HRMG343 Business Research Methods
» INMG317 Doing Business Internationally
» MKTG353/453 International Marketing
» MSYS335 Managerial Decision Making
» MSYS351 E-Business: IT Strategy in Action
» MSYS365 Business Analysis and Consultancy
» MSYS377 Supply Chain Management
» STMG346/446 Managing Innovation
» STMG388/488 Strategic Alliances and Networks
» TOST306 Geographies of Tourism Planning and Development
» FINA417 International Corporate Finance
» HRMG488 International Human Resource Management
» MCOM376/476 Diversity Leadership
» 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; for full details of available papers visit www.management.ac.nz/handbook/paperdetails
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for International Management are that you must include:
- INMG311 The International Business Environment

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
- Study abroad leading to credit of at least 60 points undertaken while enrolled for your BMS or BMS(Hons) degree
- Completion of an international 499 Report of an Investigation, or an international Directed Study paper, that involves at least three weeks of research outside of New Zealand
- Structured International Coursework including: INMG317 Doing Business Internationally or POLS314 European Integration, and one of ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM376/476 Diversity Leadership or MKTG353/453 International Marketing.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Generic 2nd Major

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:
- INMG311 The International Business Environment
- INMG317 Doing Business Internationally.

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
- Study abroad leading to credit of at least 60 points undertaken while enrolled for your degree
- Completion of an international Directed Study paper, that involves at least three weeks of research Outside of New Zealand
- Structured International Coursework including one of: ECON306/406 International Trade and Finance or FINA417 International Corporate Finance or MCOM376/476 Diversity Leadership or MKTG353/453 International Marketing.

You may choose any additional papers from the following list, 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
INTERNATIONAL MANAGEMENT

» FINA201 Finance (see notes below)
» MCOM231 Interpersonal Communication at Work
» MCOM376/476 Diversity Leadership
» MKTG209 Principles of Marketing
» MKTG251 Marketing Strategy
» ECON319/419 China’s Economic Development
» ECON306/406 International Trade and Finance
» MKTG353/453 International Marketing
» POLS314 European Integration
» STMG388/488 Strategic Alliances and Networks
» FINA417 International Corporate Finance
» INMG412 International Business Strategy.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): FINA201 is not available for BBA(Fin) students.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100 level or above and include at least 40 points at 300 level or above. At least 40 points must be from one subject area. 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
» INMG317 Doing Business Internationally.

And choose 20 points from:
» ECON200 Macroeconomics and the Global Economy
» MCOM376/476 Diversity Leadership
» MKTG209 Principles of Marketing
» STMG388/488 Strategic Alliances and Networks
» INMG412 International Business Strategy.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must 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 choose 60 points from:
» ECON200 Macroeconomics and the Global Economy
» ECON236/336 Comparative Economic Performance
» FINA201 Finance
» MCOM231 Interpersonal Communication at Work
» MKTG209 Principles of Marketing
» MKTG251 Marketing Strategy
» TOMG202/307 Managing Tourism Demand and Behaviour

www.management.ac.nz
» ACCT331 Management Accounting
» ECON319/419 China's Economic Development
» INMG317 Doing Business Internationally
» MCOM376/476 Diversity Leadership
» MKTG353/453 International Marketing
» MSYS335 Managerial Decision Making
» MSYS365 Business Analysis and Consultancy
» MSYS377 Supply Chain Management
» STMG346/446 Managing Innovation
» STMG388/488 Strategic Alliances and Networks
» TOST306 Geographies of Tourism Planning and Development
» HRMG488 International Human Resource Management
» MSYS435 Advanced Managerial Decision Making
» MSYS465 Advanced Business Analysis and Consultancy
» MSYS477 Advanced Supply Chain Management
» TOMG405 Entrepreneurship in Tourism and Hospitality.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Postgraduate Certificate (PGCert)**

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for International Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Postgraduate Diploma (PGDip)**

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for International Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:

» 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
» AGRIS01 International Agribusiness
» ECON531 International Trade: Theory and Policy Issues
» ECON532 International Finance
» INMG501 E-Global Business: Strategic Management and Marketing
INTERNATIONAL MANAGEMENT

» INMG511 International Business Management
» INMG517 Current Issues in International Management
» MCOM509 Future Savvy
» MCOM576 Intercultural Communication
» MCOM578 Global Futures
» MKTG553 International Marketing
» MNGT501 Research Methods in Management Studies
» MSYS555 E-Business Investigations
» MSYS576 21st Century Logistics
» MSYS577 E-Enabled Agile Supply Chains
» STMG555 Foundations of Organisation and Strategies
» TOMG501 International Tourism and Hospitality Marketing.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details)
» Meet the specific requirements prescribed for any subject.

There are no additional specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
The School has some MNGT coded papers that you may be able to include in your programme; contact the Management Student Centre (MSC) for programme advice. For full details of available papers visit www.management.ac.nz/handbook/paperdetails

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>MNGT100</td>
<td>Management and Sustainability</td>
<td>15</td>
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<tr>
<td></td>
<td>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.</td>
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<tr>
<td>MNGT221</td>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi</td>
<td>20</td>
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<tr>
<td></td>
<td>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.</td>
<td></td>
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<tr>
<td></td>
<td>Prerequisite(s): STMG191</td>
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<tr>
<td></td>
<td>Restriction(s): ACCT224</td>
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<tr>
<td>MNGT496</td>
<td>A Management Internship: From Theory to Practice</td>
<td>20</td>
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<tr>
<td></td>
<td>The paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.</td>
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<td>Note(s): MNGT496 may not also be counted as a major paper if taken as a BMS compulsory paper in place of a 499 Report of an Investigation. Please note that MNGT496 can only count as a major paper if the relevant Chairperson of Department has given written permission, or if it is ticked as available for the major subject.</td>
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<tr>
<td>MNGT501</td>
<td>Research Methods in Management Studies</td>
<td>30</td>
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<tr>
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<td>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.</td>
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<tr>
<td>MNGT502</td>
<td>Research Methods in Management Studies for Economics and Finance</td>
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<tr>
<td></td>
<td>This paper introduces students to research paradigms commonly used in research in management studies. It will develop skills in the critical evaluation of research literature, the identification of research problems, and the preparation of research proposals. Students completing the paper will develop a proposal for research in their area of interest.</td>
<td></td>
</tr>
<tr>
<td>MNGT596</td>
<td>A Management Internship: From Theory to Practice</td>
<td>30</td>
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<tr>
<td></td>
<td>This paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.</td>
<td></td>
</tr>
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<td></td>
<td>Note(s): MNGT596 may not also be counted as a major paper if taken as a BMS(Hons) compulsory paper in place of a 599 Report of an Investigation. Please note that MNGT596 can only count as a major paper if the relevant Chairperson of Department has given written permission, or if it is ticked as available for the major subject.</td>
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<tr>
<td>MNGT597</td>
<td>Internship and Action Research</td>
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<tr>
<td></td>
<td>A report on the findings of an action research project as a result of an internship</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Note(s): This paper is only available to MPM(Agribusiness) students.</td>
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MANAGEMENT AND SUSTAINABILITY

WHY CHOOSE MANAGEMENT AND SUSTAINABILITY?

In today’s world of limited resources and increasing social justice concerns, we need informed, dedicated managers with the business and leadership skills to make a difference. Management and Sustainability focuses on issues of environmental management, corporate social responsibility and the activities of firms, government organisations and other organisations. You’ll gain knowledge necessary for management at the interface between organisations, the environment and society. This subject provides a sound basis for a career such as an analyst or manager committed to a sustainable world.

CAREERS

» Corporate Sustainability Manager
» Government Sustainability Manager
» Sustainability Co-ordinator
» Sustainability Policy Analyst
» Natural Resource Manager

EMPLOYERS

» Conservation Organisations
» International Agencies
» Private Consultancy Firms
» Private Firms and Government Organisations

CONTACTS FOR MANAGEMENT AND SUSTAINABILITY

BOBBIE WISNESKI – ADMINISTRATOR
Location: MSB.4.08
Phone: +64 7 838 4466 extn 4195
Email: bobbie@waikato.ac.nz

APROF EVA COLLINS
Location: MSB.4.39
Phone: +64 7 838 4466 extn 4083
Email: evacolln@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit www.management.ac.nz/handbook/paperdetails

<table>
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<tr>
<th>Paper Code</th>
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<th>GradDip(MgtStn)</th>
<th>PGCert(MgtStn)</th>
<th>PGPip(MgtStn)</th>
<th>MMS(MgtStn)</th>
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<td>POLS537</td>
<td>Environmental Politics and Public Policy</td>
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<td>STMG580</td>
<td>Strategies for Sustainability</td>
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<td>TOMG502</td>
<td>Tourism Development and the Environment</td>
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</tbody>
</table>

QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

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 also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Management and Sustainability are that you must include:

» ECON316/416 Dimensions of Sustainability
MANAGEMENT AND SUSTAINABILITY

» STMG344 Management for People, Planet and Profit
» ACCT407 Accounting for Sustainability
» ECON415 Environmental and Natural Resource Economics.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

A proposal to change the below requirements is awaiting approval (see notes below). At the time of printing the specific requirements for Management and Sustainability are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and you must include at least 30 points from (see notes below):
» ACCT507 Accounting, Sustainability and a Changing Environment
» ECON539 Environmental and Natural Resource Economics
» ECON589 Directed Study
» MCOM584 Sustainable Futures
» STMG580 Strategies for Sustainability.

Any remaining papers may be selected from:
» ACCT541 Forensic Accounting
» DEV5502 Sustainable Resource Issues
» POLS537 Environmental Politics and Public Policy
» TOMG502 Tourism Development and the Environment.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Management and Sustainability”. On the left hand side under “About Subject” select “Regulations” making sure the information is for 2015. 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 also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

A proposal to change the below requirements is awaiting approval (see notes below). At the time of printing the specific requirements for Management and Sustainability are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include at least 60 points from (see notes):
» ACCT507 Accounting, Sustainability and a Changing Environment
» ECON539 Environmental and Natural Resource Economics
» ECON589 Directed Study
» MCOM584 Sustainable Futures
» STMG580 Strategies for Sustainability.

And choose no more than 60 points from:
» ACCT541 Forensic Accounting
» DEV5502 Sustainable Resource Issues
» MSUS591 Dissertation
» MNGT501 Research Methods in Management Studies
» POL537 Environmental Politics and Public Policy
» TOMG502 Tourism Development and the Environment.

Paper offerings can change; for full details of available papers visit

www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook. To find the information select “Subjects” to see the list of available subject areas; then choose “Management and Sustainability”. On the left hand side under “About Subject” select “Regulations” making sure the information is for 2015. If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details).
» Meet the specific requirements prescribed for any subject.

A proposal to change the below requirements is awaiting approval (see notes below). At the time of printing the specific requirements for Management and Sustainability are that you must include at least 60 points from (see notes below):
» ACCT507 Accounting, Sustainability and a Changing Environment
» ECON539 Environmental and Resource Economics
» ECON589 Directed Study
» MCOM584 Sustainable Futures
» STMG580 Strategies for Sustainability.

Paper offerings can change; for full details of available papers visit

www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook. To find the information select “Subjects” to see the list of available subject areas; then choose “Management and Sustainability”. On the left hand side under “About Subject” select “Regulations” making sure the information is for 2015. 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. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
WHY CHOOSE MANAGEMENT COMMUNICATION?

Leading is an integral part of everyday life in families, social groups, and sports teams and plays an essential role in governments, major organisations, and politics. Communication is central to organisational life and leadership; even if you are not in a formal leadership positions, you may be involved in collaborative leadership, and in unexpected crises new leaders often emerge.

The best leaders and managers are great communicators. Research shows that outstanding communicators go further and faster in their careers; they have the people skills that you will gain in this major.

This major should be your first choice if you are interested in creating a values-based vision for 21st century business and society. It is also an excellent second major and gives you the knowledge and skills to make you a better marketer, accountant, or whatever your chosen profession may be.

It is proposed that the Management Communication major will be renamed to Leadership Communication, but at the time of printing this was still subject to University approval processes. Once approved the online information will be updated so make sure you check it out at www.management.ac.nz/handbook

This major is available as a subject or major for several specific qualifications; for details of these please see 'Qualification and Specific Subject Requirements'. If you are not enrolled in a bachelors degree that lists this major as an available subject you may still take it as a second major; please see 'Qualification and Specific Subject Requirements' and look under Generic 2nd Major.

CAREERS

» Communication Consultant
» Management Trainer
» Political/Community Leader
» Professional Freelance Writer
» Professional Fundraiser
» Professional Negotiator

EMPLOYERS

» Communication Industries
» Consultancy Firms
» Government Organisations
» Large Companies
» Private Sector or Not for Profit Organisations

CONTACTS FOR MANAGEMENT COMMUNICATION

MICHELLE SCHOPENBERGER-ORGAD
BCS CONVENOR
Location: MSB.4.35G
Phone: +64 7 838 4466 extn 6117
Email: morgad@waikato.ac.nz

CHERYL COCKBURN-WOOTTON
UNDERGRADUATE CONVENOR
Location: MSB.4.38
Phone: +64 7 838 4466 extn 6377
Email: cwootten@waikato.ac.nz

JOHN OETZEL
GRADUATE CONVENOR
Location: MSB.4.34
Phone: +64 7 838 4466 extn 4431
Email: joetzel@waikato.ac.nz

DEBASHISH MUNSHI
GRADUATE CONVENOR
Location: MSB.4.35K
Phone: +64 7 838 4466 extn 4450
Email: munshi@waikato.ac.nz
## SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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<th>BCS</th>
<th>BCS(Hons)</th>
<th>BECom</th>
<th>GradCert(MgtComm)</th>
<th>GradDip(MgtComm)</th>
<th>PGCert(MgtComm)</th>
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### QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

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

www.management.ac.nz
The specific requirements for this major are that you must include:
» MCOM231 Interpersonal Communication at Work
» MCOM292 Business Communication
» MCOM392/492 Leading Change for Sustainability.
And choose 60 points from:
» MCOM205 Leadership, Design and Innovation
» MCOM211 Leadership Communication
» MCOM220 Communication Theory and Research
» MCOM238 Communication, Health and Well-being
» MCOM239/339 Events and Communication Management
» MCOM330/430 Professional Speaking and Speechwriting
» MCOM331 Managing Conflict and Consensus
» MCOM332 Professional and Public Relations Writing
» MCOM336/431 Negotiation and Persuasion
» MCOM338/438 Communication Interventions
» MCOM340/440 Communicating Social Change
» MCOM380/480 Special Topic
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM376/476 Diversity Leadership
» MCOM490 Directed Study.

If this is your second major then you can count MNGT221 as a major paper for this subject.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for this major are that you must include:
» MCOM231 Interpersonal Communication at Work
» MCOM292 Business Communication
» MCOM392/492 Leading Change for Sustainability.

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
» MCOM506 Reputation Management
» MCOM509 Future Savvy
» MCOM576 Intercultural Communication
» MCOM578 Global Futures
» MCOM579 Communication in Organisations
» MCOM583 Leadership, Communication and Transformation
» MCOM584 Sustainable Futures
» MCOM587 Communication Internship.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.
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; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**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 this major are that you must include:

» MCOM231 Interpersonal Communication at Work
» MCOM292 Business Communication
» MCOM392/492 Leading Change for Sustainability.

And choose 60 points from:

» MCOM205 Leadership, Design and Innovation
» MCOM211 Leadership 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
» MCOM338/438 Communication Interventions
» MCOM340/440 Communicating Social Change
» MCOM376/476 Diversity Leadership
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM399 Communication Investigation in the Workplace (see notes below)
» MCOM490 Directed Study.

If this is your second major then you can count MCOM220 as a major paper for this subject.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** 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 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 this subject are that you must include at least 60 points from:

» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Leadership, Communication and Transformation.

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
» MCOM506 Reputation Management.

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» MCOM508 Communication for Investor Relations
» MCOM509 Future Savvy
» MCOM566 Special Topic
» MCOM578 Global Futures
» MCOM584 Sustainable Futures
» MCOM585 Public Relations: Context and Applications
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Bachelor of Electronic Commerce (BECom)

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

The specific requirements for this major are that you must include:
» MCOM231 Interpersonal Communication at Work
» MCOM292 Business Communication
» MCOM392/492 Leading Change for Sustainability
» MSYS319 Industry Experience 2 (see note below).

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Generic 2nd Major

Even if you are enrolled in an undergraduate degree that doesn’t list this major 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 at Work
» MCOM292 Business Communication
» MCOM392/492 Leading Change for Sustainability.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. The specific requirements for this subject are that you must include:

- MCOM231 Interpersonal Communication at Work
- MCOM392/492 Leading Change for Sustainability.

And choose 80 points from:

- MCOM205 Leadership, Design and Innovation
- MCOM211 Leadership 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
- MCOM338/438 Communication Interventions
- MCOM340/440 Communicating Social Change
- MCOM376/476 Diversity Leadership.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

### Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for this subject are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

### Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for this subject are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include at least 60 points from:

- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Leadership, Communication and Transformation.

And no more than 60 points from:

- MCOM501 Meaningful Work and Wellbeing
- MCOM502 Managing Virtual Team Communication
- MCOM503 Networking
- MCOM504 Organisational Change and Communication

[www.management.ac.nz](http://www.management.ac.nz)
» MCOM505 Internal Communication
» MCOM506 Reputation Management
» MCOM509 Future Savvy
» MCOM566 Special Topic
» MCOM578 Global Futures
» MCOM584 Sustainable Futures
» MCOM585 Public Relations: Context and Applications
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details)
» Meet the specific requirements prescribed for any subject.

The specific requirements for this subject are that you must include at least 60 points from (unless passed previously):
» MCOM501 Meaningful Work and Wellbeing
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication
» MCOM506 Reputation Management
» MCOM509 Future Savvy
» MCOM576 Intercultural Communication
» MCOM578 Global Futures
» MCOM579 Communication in Organisations
» MCOM583 Leadership, Communication and Transformation
» MCOM584 Sustainable Futures.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
MANAGEMENT SYSTEMS

WHY CHOOSE MANAGEMENT SYSTEMS?

In today’s interconnected world, effective management systems and organisational relationships are critical for success.

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 – ringing different elements and individuals together for a common purpose.

Management Systems is about creating and maintaining operational excellence. This is achieved through the combination of web-based technologies combined with strong information channels that deliver the data necessary for decision-making and through fluid supply-chains, ensuring well-connected and efficient flows of materials.

As a Management Systems’ student, you’ll be challenged to learn how these efficiencies are created and maintained. As a Management Systems’ graduate, you’ll realise just how valuable your knowledge and expertise is.

CAREERS

» Business Analyst
» Information Technology Consultant
» Operations Manager
» Project Manager
» Supply Chain Manager
» Systems Developer

EMPLOYERS

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

CONTACTS FOR MANAGEMENT SYSTEMS

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

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

www.management.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit www.management.ac.nz/handbook/paperdetails

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

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 the specific requirements prescribed for any subject.

The specific requirements for Management Systems are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

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The specific requirements for Management Systems are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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Master of Management Studies (MMS)

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 » Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
 » Take MNGT501 Research Methods in Management Studies (unless passed previously)
 » Take a dissertation (591/592) or thesis (593/594) in your subject area
 » Submit a Portfolio of Achievement (see qualification information for further details).
 » Meet the specific requirements prescribed for any subject.

There are additional specific requirements for this subject

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
MARKETING

WHY CHOOSE MARKETING?

From Advertising and Promotion, Product and Brand Management to Sales and Business Development, Strategic Marketing and Planning – Marketing will open the doors to a wide range of exciting and rewarding career opportunities.

More than just selling or advertising, Marketing is key to the existence and success of any organisation. Whether commercial or not-for-profit, organisations exist to satisfy customer needs. Ultimately, it is marketing that decides exactly what the organisation will offer, to which customers, and in what way.

Study Marketing and learn about identifying target markets and creating marketing strategies. Develop your skills for making and executing decisions relating to a range of managerial tasks concerned with product, price, promotion and distribution, all with the aim of acquiring and keeping satisfied customers.

Marketing professionals have an important role as contributors to ethical and sustainable management practices. We will develop your marketing leadership skills to help shape a better world.

Marketing is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Marketing as an available subject you may still take it as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Advertising Account Executive
» Buyer/Purchasing Manager
» Market Research Executive
» Marketing Manager
» Retail Store Manager
» Sales Representative/Executive

EMPLOYERS

» Advertising Agencies
» Large Domestic and International Companies
» Market Research Firms
» Not-for-Profit Organisations
» Retail, Service and Manufacturing Companies
» Start-up Companies

CONTACTS FOR MARKETING

MARY FITZPATRICK – UNDERGRADUATE CONVENOR
Location: MS5.G.08
Phone: +64 7 838 4466 extn 6273
Email: maryfitz@waikato.ac.nz

CAROLYN COSTLEY – GRADUATE CONVENOR
Location: MSB.4.16
Phone: +64 7 838 4466 extn 8648
Email: ccostley@waikato.ac.nz

ALEXANDRA HESS – PHD ADVISER
Location: MSB.4.22
Phone: +64 7 838 4466 extn 6219
Email: ahess@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit www.management.ac.nz/handbook/paperdetails

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**QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS**

**Bachelor of Management Studies (BMS)**

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

The specific requirements for Marketing are that you must include:

» MKTG251 Marketing Strategy

» MKTG352 Marketing Research.

If Marketing is your second major then you can count MNGT221 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** MKTG355 is a prerequisite paper for MKTG499/599.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.
The specific requirements for Marketing are that you must include:
» MKTG251 Marketing Strategy
» MKTG352 Marketing Research.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails

Note(s): MKTG355 is a prerequisite paper for MKTG599.

**Bachelor of Electronic Commerce (BECom)**

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

The specific requirements for Marketing are that you must include:
» MKTG251 Marketing Strategy
» MKTG352 Marketing Research
» MSYS319 Industry Experience 2 (see note below)
» STMG346 Managing Innovation.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails

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

**Bachelor of Communication Studies (BCS)**

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

The specific requirements for Marketing are that you must include:
» MKTG251 Marketing Strategy
» MKTG355 Consumer Behaviour
» MKTG352 Marketing Research.

And choose 40 points from:
» MKTG353 International Marketing
» MKTG354/454 Marketing of Services
» MKTG356/456 Sport Marketing
» MKTG357 Retail Management
» MKTG358/458 Relationship Marketing
» MKTG370/470 Reaching Customers via New Media
» MKTG371/471 Strategic Brand Management
» MKTG372 Managing Creativity and Innovation
» MKTG375/475 Marketing Interactions
» MKTG451 Applied Marketing Strategy.

If Marketing is your second major then you can count MCOM220 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit
www.management.ac.nz/handbook/paperdetails
Bachelor of Communication Studies with Honours (BCS(Hons))

To complete the requirements for the BCS(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include at least 60 points from:
- MKTG551 Developments in Marketing Strategy
- MKTG552 Advanced Advertising Strategy
- MKTG553 International Marketing
- MKTG554 Services Marketing
- MKTG555 Consumer Behaviour
- MKTG556 Marketing Through the Sports Media
- MKTG557 Society and Marketing

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Generic 2nd Major

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Marketing are that you must include:
- MKTG209 Principles of Marketing
- MKTG251 Marketing Strategy.
Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Marketing are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details).
» Meet the specific requirements prescribed for any subject.

There are no additional specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
PUBLIC RELATIONS

WHY CHOOSE PUBLIC RELATIONS?

Public relations (or PR) is the business of relationships involving two-way communication between an organisation and the groups or individuals it deals with.

Public relations play an essential role in organisational sustainability as it involves maintaining good relationships between organisations and their stakeholders. Within public relations a range of strategic communications are practised; such as crisis and issues management, event management, sponsorship and fundraising, employee relations, government relations and public affairs. Public relations’ professionals work with the media, act as the communication intersection between organisations and their publics, and provide the communication support that organisations require.

Public Relations is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Public Relations as an available subject you may still take it as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Event Manager
» Internal Communication Manager
» Media Adviser
» Professional Fundraiser
» Public Affairs Manager
» Public Relations Consultant

EMPLOYERS

» Corporations and Small Businesses
» Government
» Not-for-Profit Organisations
» Public Affairs Agencies
» Public Relations Firms

CONTACTS FOR PUBLIC RELATIONS

MICHÈLE SCHOENBERGER–ORGAD
BCS AND GRADUATE CONVENOR
Location: MSB.4.35G
Phone: +64 7 838 4466 extn 6117
Email: morgad@waikato.ac.nz

ALISON HENDERSON
UNDERGRADUATE CONVENOR
Location: MSB.4.38F
Phone: +64 7 838 4466 extn 4141
Email: alison@waikato.ac.nz

FABRICE DESMARAIS
UNDERGRADUATE CONVENOR
Location: MSB.4.35J
Phone: +64 7 838 4466 extn 6113
Email: fabrice@waikato.ac.nz

DAVID MCKIE
GRADUATE CONVENOR
Location: MSB.4.35D
Phone: +64 7 838 4466 extn 4197
Email: dmckie@waikato.ac.nz

www.management.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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**QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS**

**Bachelor of Management Studies (BMS)**

To complete the requirements for a BMS major you must pass 120 points at 200 level or above from one subject area and include at least 60 points at 300 level or above of which 40 points must be at 400 level. You must also meet the specific requirements prescribed for any subject.
The specific requirements for Public Relations are that you must include:
» MCOM233 Public Relations Practices
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations
» MCOM432 Professional and Public Relations Writing.

And choose 40 points from:
» MCOM220 Communication Theory and Research
» MCOM231 Interpersonal Communication at Work
» 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
» MCOM338/438 Communication Interventions
» MCOM340/440 Communicating Social Change
» MCOM376/476 Diversity Leadership
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM490 Directed Study.

If Public Relations is your second major then you can count MNGT221 as a major paper for this subject.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Public Relations are that you must include:
» MCOM233 Public Relations Practices
» MCOM333 Public Relations Campaigns
» MCOM335 Media and Public Relations
» MCOM432 Professional and Public Relations Writing
» MCOM585 Public Relations: Context and Applications.

And choose 30 points from (see note below):
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication
» MCOM506 Reputation Management
» MCOM508 Communication for Investor Relations
» MCOM509 Future Savvy
» MCOM566 Special Topic
» MCOM578 Global Futures
» MCOM584 Sustainable Futures
» MCOM587 Communication Internship.
If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Public Relations”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

### 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:

» MCOM231 Interpersonal Communication at Work
» 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
» MCOM338/438 Communication Interventions
» MCOM340/440 Communicating Social Change
» MCOM376/476 Diversity Leadership
» MCOM387 Communication Internship
» MCOM390 Directed Study
» MCOM399 Communication Investigation in the Workplace (see notes below)
» MCOM490 Directed Study.

If Public Relations is your second major then you can count MCOM220 as a major paper for this subject.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** 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.
A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Public Relations are that you must include:

- MCOM584 Sustainable Futures
- MCOM585 Public Relations: Context and Applications.

And no more than 60 points from:

- MCOM502 Managing Virtual Team Communication
- MCOM503 Networking
- MCOM504 Organisational Change and Communication
- MCOM505 Internal Communications
- MCOM506 Reputation Management
- MCOM508 Communication for Investor Relations
- MCOM566 Special Topic
- MCOM576 Intercultural Communication
- MCOM579 Communication in Organisations
- MCOM583 Leadership, Communication and Transformation
- MCOM587 Communication Internship
- MCOM590 Directed Study
- MCOM591 Dissertation
- MCOM568 Communication for Investors
- MCOM572 Intercultural Communication
- MCOM573 Communication in Organisations
- MCOM574 Leadership, Communication and Transformation
- MCOM580 Communication Internship
- MCOM581 Dissertation
- MCOM582 Communication for Investors

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note(s):** If approved the revised regulations will replace the above from 2015 and will be available online via [www.management.ac.nz/handbook](http://www.management.ac.nz/handbook) To find the information select "Subjects" to see the list of available subject areas; then choose “Public Relations”. On the left hand side under "About Subject" select "Regulations" making sure that the information is for 2015. 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).

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note(s):** If you are taking Public Relations as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for this qualification.

**Generic 2nd Major**

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.

[www.management.ac.nz](http://www.management.ac.nz)
Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**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. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Graduate Diploma (GradDip)**

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must 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
- MCOM335 Media and Public Relations.

And choose 40 points from:

- MCOM239/339 Events and Communication Management
- MCOM334/434 Public Relations Cases
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM340/440 Communicating Social Change
- MCOM376/476 Diversity Leadership.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

**Postgraduate Certificate (PGCert)**

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Public Relations are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:
» MCOM584 Sustainable Futures
» MCOM585 Public Relations: Context and Applications.

And choose no more than 60 points from:
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication
» MCOM506 Reputation Management
» MCOM508 Communication for Investor Relations
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM579 Communication in Organisations
» MCOM583 Leadership, Communication and Transformation
» MCOM587 Communication Internship
» MCOM590 Directed Study
» MCOM591 Dissertation
» MNGT501 Research Methods in Management Studies.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via www.management.ac.nz/handbook To find the information select “Subjects” to see the list of available subject areas; then choose “Public Relations”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015. If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS are dependent upon your admission criteria; please see the MMS qualification information for further details. However all students must:
» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details)
» Meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include (unless passed previously):
» MCOM585 Public Relations: Context and Applications.
All students may choose any additional papers required from:
» MCOM502 Managing Virtual Team Communication
» MCOM503 Networking
» MCOM504 Organisational Change and Communication
» MCOM505 Internal Communication
» MCOM506 Reputation Management
» MCOM509 Future Savvy
» MCOM566 Special Topic
» MCOM576 Intercultural Communication
» MCOM578 Global Futures
» MCOM579 Communication in Organisations
» MCOM583 Leadership, Communication and Transformation
» MCOM584 Sustainable Futures
» MCOM587 Communication Internship
» MCOM590 Directed Study.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

### Master of Professional Management (MPM)

The completion requirements for the MPM are dependent upon your admission criteria; please see the MPM qualification information for further details. However, all students must:
» Submit a Portfolio of Achievement (see qualification information for further details)

The specific requirements for the field of Public Relations are:

#### Stage One Core Knowledge and Skills (see note below)
» MCOM510 Applied Communication Analysis Part 1
» MCOM511 Applied Communication Analysis Part 2
» MCOM513 Professional Writing for Public Relations
» MCOM532 Public Relations Cases.

#### Stage Two Advanced Professional Knowledge
» MCOM585 Public Relations: Context and Applications.

And choose 45 points from:
» MCOM506 Reputation Management
» MCOM508 Communications for Investor Relations
» MCOM584 Sustainable Futures.

#### Stage Three Applied Research and Professional Internship
» Either MCOM517 Internship and Action Research for Public Relations or MCOM518 Public Relations Best Practice – an Investigation
» MCOM519 Applied Research in Public Relations.

Note(s): If you have previously achieved an A- grade pass for a paper that is deemed to be equivalent or restricted with a Stage One paper then you may take an alternative 500 level subject paper. If an A- grade pass has not been achieved then you must include these papers in your programme.

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

Contact the Department’s Graduate Convenor.
SOCIAL ENTERPRISE

WHY CHOOSE SOCIAL ENTERPRISE?

Social enterprises are businesses conducted in the public interest. Social Enterprise is about working for more than profit. Social entrepreneurs develop services for a societal purpose delivering social, cultural, financial and environmental benefits. The organisations that are formed may be as big as Oxfam or Greenpeace, or as small as a community craft market. They are driven by social entrepreneurs with an expressed concern for the well-being of individuals and the communities they seek to serve.

The boundaries of responsibility for human and environmental well-being are ever changing. Our students study the relationships between business, government and community, alongside topics traditionally associated with not-for-profit/non-governmental organisations and community sector studies.

Our postgraduate SCEN coded papers are offered online to a community of students across New Zealand and overseas. The specific interests of our students can also shape the direction of our programmes. Through our teaching and research, students develop a critical awareness of the contribution social enterprise can have in contemporary societies to enhance the well-being of people and planet.

CAREERS

» Manager for an organisation who has social responsibility as a key commitment
» Manager for charitable trusts
» Manager for community based organisation
» Manager for fund raising organisation

EMPLOYERS

» Church Management
» Community Organisations
» Corporate Sector with a Social Responsibility Commitment
» Lobby Groups
» Sports and Leisure Bodies
» Trade Union Organisations

CONTACTS FOR SOCIAL ENTERPRISE

APROF MARIA HUMPHRIES
Location: MSS.G.13
Phone: +64 27 292 8809
Email: mariah@waikato.ac.nz

DR SUZANNE GRANT
Location: MSB.4.01
Phone: +64 7 838 4466 extn 6409
Email: slgrant@waikato.ac.nz
## SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

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 the specific requirements prescribed for any subject.

The specific requirements for Social Enterprise are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Social Enterprise are that you must meet with the Department’s Graduate Convenor and include:

» SCEN501 Social Enterprise
» SCEN502 Management and Social Enterprise.

And choose 60 points from:

» SCEN503 Practicum: Social Enterprise
» SCEN504 Issues in Third Sector Research
» SCEN590 Directed Study
» SCEN591 Dissertation
» ACCT507 Accountability, Sustainability and a Changing Environment
» ACCT512 Organisations and Society
» DEV5505 Governance and Nation Building
» HRMG574 Women and Organisations
» LBST541 Labour, Education and Training 1: Issues and Policies
» LBST542 Labour, Education and Training 2: Applied Research Project
» MNGT501 Research Methods in Management Studies
» SOCP506 Social Policy: Comparative Approaches
» STMG524 Entrepreneurship Theory and Practice
» STMG580 Strategies for Sustainability.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
» Take MNGT501 Research Methods in Management Studies (unless passed previously)
» Take a dissertation (591/592) or thesis (593/594) in your subject area
» Submit a Portfolio of Achievement (see qualification information for further details).
» Meet the specific requirements prescribed for any subject.

The specific requirements for Social Enterprise are that 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
» ACCT507 Accountability, Sustainability and a Changing Environment
» ACCT512 Organisations and Society
» DEVSS05 Governance and Nation Building
» HRMG574 Women and Organisations
» LBST541 Labour, Education and Training 1: Issues and Policies
» LBST542 Labour, Education and Training 2: Applied Research Project
» SOCPS06 Social Policy: Comparative Approaches
» STEMGS24 Entrepreneurship Theory and Practice
» STMG580 Strategies for Sustainability.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
WHY CHOOSE STRATEGIC MANAGEMENT?

Strategic Management is about envisioning the future, finding opportunities and developing sound plans to see them through.

Strategy is at the top level of executive activity. As a strategic management student, you’ll identify internal capabilities and external opportunities. You’ll learn about entrepreneurship and innovation, and develop analytical and thinking skills as you study resources, industry trends, competitors and allies. This subject considers the ‘total enterprise’ to ensure all resources in an organisation are co-ordinated and managed effectively.

Strategic Management is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Strategic Management as an available subject you may still take it as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Business Analyst/Manager
» Business Consultant
» Business Development Manager
» General Manager
» Management Consultant
» New Venture Consultant

EMPLOYERS

» Consultancy Firms
» Government Organisations
» Industry and Professional Organisations
» International Companies
» Large Corporates
» Self-Employment

CONTACTS FOR STRATEGIC MANAGEMENT

BOBBIE WISNESKI – UNDERGRADUATE/GRADUATE ADVISER
Location: MSB.4.08
Phone: +64 7 838 4466 extn 4195
Email: bobbie@waikato.ac.nz

PROFESSOR KATHRYN PAVLOVICH – PHD STRATEGIC MANAGEMENT ENQUIRIES
Location: MSB.4.33
Phone: +64 7 838 4466 extn 4837
Email: kpav@waikato.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit www.management.ac.nz/handbook/paperdetails

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QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

Bachelor of Management Studies (BMS)

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

The specific requirements for Strategic Management, are that you must include at least 80 points (four papers) in STMG coded papers.

If Strategic Management is your second major then you can count MNGT221 as a major paper for this subject.

It is also possible to include a specialisation in Entrepreneurship and Innovation for your Strategic Management major.

To complete the requirements for this specialisation you must include:

» STMG324/424 Venture Creation (see note below).

And choose 20 points from:

» STMG222 Net Ready: Navigating the Competitive Landscape
» STMG285/385 Strategy for Enterprise
» ACCT322 Law of Business Enterprise
» STMG330/430 Management, Technology and Organisation
» STMG344 Management for People, Planet and Profit
» STMG388/488 Strategic Alliances and Networks
» FINA403 Small Business Finance
» TOMG405 Entrepreneurship in Tourism and Hospitality.
You will also need to fulfill the remaining requirements for the major.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** A proposal to change the title of this paper is awaiting approval, if approved the paper will be titled Entrepreneurship and Innovation.

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Strategic Management, are that you must include at least 80 points in STMG coded papers.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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**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 Venture Creation (see notes below)
- STMG346 Managing Innovation
- MSYS319 Industry Experience 2 (see notes below).

And choose 40 points from:

- STMG285/385 Strategy for Enterprise
- INMG311 The International Business Environment
- INMG317 Doing Business Internationally
- STMG330/430 Management, Technology and Organisation
- STMG388 Strategic Alliances and Networks
- SCEN301 Engaging with Social Enterprise and Community
- HRMG444 Organisational Development and Change.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

**Note(s):** A proposal to change the title of this paper is awaiting approval, if approved the paper will be titled Entrepreneurship and Innovation. 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.
Generic 2nd Major

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

» STMG391 Strategic Management
» At least 80 points in STMG coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Strategic Management are that you must include at least 40 points in STMG coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100 level or above and include at least 80 points at 300 level or above, and pass the Writing Competency Module. You must also meet the specific requirements prescribed for any subject. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Strategic Management are that you must include:

» STMG391 Strategic Management
» At least 80 points in STMG coded papers.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area and meet the specific requirements prescribed for any subject.

The specific requirements for Strategic Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and that you must include at least 60 points in STMG coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

www.management.ac.nz
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 also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Strategic Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include at least 60 points in STMG coded papers.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

Master of Management Studies (MMS)

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

» Meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met

» Take MNGT501 Research Methods in Management Studies (unless passed previously)

» Take a dissertation (591/592) or thesis (593/594) in your subject area

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

» Meet the specific requirements prescribed for any subject.

The specific requirements for Strategic Management are that you must include (unless passed previously):

» STMG512 Strategic Innovation, or

» STMG555 Foundations of Strategy and Organisation.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.

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

Contact the Department’s Graduate Convenor.
SUPPLY CHAIN MANAGEMENT

WHY CHOOSE SUPPLY CHAIN MANAGEMENT?

From production line to store shelf, a practical understanding of how to effectively manage the resources of an organisation is invaluable and describes the essence of supply chain management. From being buried in the earth to becoming the hot chips on your plate, the average potato undergoes quite a journey. That passage – from the ground, to the factory, distributor, wholesaler, retailer and customer – is an example of a supply chain. The more efficient and responsive the supply chain, the better for business.

Companies prosper by using supply chain management to make their operations more efficient and responsive, and therefore more competitive, profitable and sustainable. Students learn about integrating a company’s internal departments, such as marketing, manufacturing and procurement, as well as going outside the company boundaries to create a smooth chain from raw-goods’ suppliers, right through production and distribution to retailers and customers.

Supply Chain Management is available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Supply Chain Management as an available subject you may still take it as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» B2B Electronic Commerce Co-ordinator
» Logistics Manager
» Operations Manager
» Purchasing Agent
» Supply-Chain Manager

EMPLOYERS

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

CONTACTS FOR SUPPLY CHAIN MANAGEMENT

CHUDA BASNET
Location: MS8.G.03
Phone: +64 7 838 4466 extn 5087
Email: chuda@waikato.ac.nz

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

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails).

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## QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

### Bachelor of Management Studies (BMS)

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

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Global Supply Chain and Logistics
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management

(see note below).

If Supply Chain Management is your second major then you can count MNGT221 as a major paper for this subject.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Global Supply Chain and Logistics
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management

(see notes below).

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

### 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 Global Supply Chain and Logistics
- MSYS319 Industry Experience 2 (see note below)
- MSYS366 Managing Projects
- MSYS377 Supply Chain Management

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note(s):** If you are taking Supply Chain Management as a second major for the BECom then MSYS319 may be replaced with another paper ticked as available for the subject.
### Generic 2nd Major

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 Global Supply Chain and Logistics
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management

(see note below).

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

### 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. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

### Graduate Diploma (GradDip)

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

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Global Supply Chain and Logistics
- 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 The Techno-Savvy Manager
- MSYS221 Entrepreneurial Electronic Commerce
- MSYS335 Managerial Decision Making
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Managing Projects
- MSYS435 Advanced Managerial Decision Making
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

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

Contact the Department’s Graduate Convenor.
WHY CHOOSE TOURISM MANAGEMENT?

Why choose Tourism Management?

Tourism is one of the world’s largest industries and significantly impacts New Zealand’s economy. The rapid growth of domestic and international tourism has led to an increasing demand for graduates who have a thorough understanding of tourism in its wider social, cultural, economic, and political contexts. The study of tourism involves predicting the future – working out what people will want from their leisure and travel pursuits and how those wants are implemented and managed.

Students also study the structure of different tourism organisations, aspects of hospitality and leisure, and the environmental and economic impacts of tourism operations.

Tourism Management and Hospitality Management are available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelor’s degree that lists Tourism Management or Hospitality Management as an available subject you may still take one as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

CAREERS

» Events Planner
» Outdoor Leisure Manager
» Regional or National Tourism Planner
» Sport and Leisure Programme Promoter
» Tourism Consultant
» Tourism Operations Manager

EMPLOYERS

» Adventure Tourism Operations
» Leisure Organisations
» Museums
» Regional and National Tourism Boards
» Research and Tourism Consultancies
» Special Events Management and Planning Organisations

CONTACTS FOR TOURISM MANAGEMENT

ANNE ZAHRA – BTOUR(THMG)
CONVENOR
Location: MSB.2.35  
Phone: +64 7 838 4466 extn 5087  
Email: annezara@waikato.ac.nz

TIM LOCKYER – GRADUATE CONVENOR
Location: MSB.3.34  
Phone: +64 7 838 4466 extn 6321  
Email: lockyer@waikato.ac.nz

ALISON MCINTOSH – GRADUATE CONVENOR (MMS)
Location: MSB.2.29  
Phone: +64 7 838 4466 extn 4962  
Email: mcintosh@waikato.ac.nz

JAN MARR – DEPARTMENT ADMINISTRATOR
Location: MSB.2.31  
Phone: +64 7 838 4466 extn 4045  
Email: jmarr@waikato.ac.nz

www.management.ac.nz
SUBJECT PAPERS

If a paper is ticked for your qualification then it is possible to count it towards your major and/or subject requirements. If it is not ticked then you may still be able to include the paper for your programme, but you will need to first contact the Management Student Centre (MSC) for advice. Not all papers are offered in any given year. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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<th>Paper Code</th>
<th>Description</th>
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<th>BTour(Hons)</th>
<th>BTour(THMgt)</th>
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### Paper Code | Description | BMS | BMS(Hons) | BTour(THMgt) | BTour(Hons) | Generic 2nd Major | GradCert(THMgt) | GradDip(THMgt) | PCCert(THMgt) | PGDip(THMgt) | MMS(THMgt)
---|---|---|---|---|---|---|---|---|---|---|---
TOMG502 | Tourism Development and the Environment | ✓ | | | | | | | | | |
TOMG503 | Hotel and Resort Management | ✓ | ✓ | | | | | | | | |
DEVSS04 | State Policies on Indigenous Development | ✓ | | | | | | | | | |
TOMG505 | Tourism and Hospitality Enterprises | ✓ | | | | | | | | | |
TOMG510 | Heritage Tourism Management | ✓ | | | | | | | | | |
ANTHS15 | Ethnographic Research | ✓ | | | | | | | | | |
TOMG518 | Tourism and Hospitality Human Capital Management | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
TOMG519 | Tourist Behaviour and Markets | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
TOMG520 | Hospitality Operations Service Management | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
GEOGS21 | Advanced Tourism Research | ✓ | | | | | | | | | |
TOMG590 | Directed Study | ✓ | | | | | | | | | |
TOMG591 | Tourism Management Dissertation | ✓ | | | | | | | | | |
TOMG592 | Tourism Management Dissertation | ✓ | | | | | | | | | |
TOMG593 | Tourism Management Thesis | ✓ | | | | | | | | | |
TOMG594 | Tourism Management Thesis | ✓ | | | | | | | | | |

### QUALIFICATION AND SPECIFIC SUBJECT REQUIREMENTS

**Bachelor of Management Studies (BMS)**

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

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG201 Tourism Management
» TOMG202/TOMG307 Managing Tourism Demand and Behaviour
» TOMG304 Tourism and Hospitality Law
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management.

If Tourism Management is your second major then you can count MNGT221 as a major paper for this subject.

For full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note(s):** If approved the revised regulations will replace the above from 2015 and will be available online via [www.management.ac.nz/handbook](http://www.management.ac.nz/handbook) To find the information select “Subjects” to see the list of available subject areas; then choose “Tourism Management”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.
Bachelor of Management Studies with Honours (BMS(Hons))

To complete the requirements for a BMS(Hons) major you must pass 120 points at 200 level or above from one subject area. You must include at least 60 points at 300 level or above that includes at least 40 points at 400 level or above and at least 30 points at 500 level. You must also meet the specific requirements for any subject.

A proposal to change the below requirements is awaiting approval (see note below). At the time of printing the specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG201 Tourism Management
» TOMG202/307 Managing Tourism Demand and Behaviour
» TOMG304 Tourism and Hospitality Law
» TOMG405 Entrepreneurship in Tourism and Hospitality.

If you are taking two majors you can count either the compulsory 599 or MNGT596 towards your WMS major papers provided it is approved as relevant to that major and you have included a further 30 points at 500 level in that major.

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.

For full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

Note(s): If approved the revised regulations will replace the above from 2015 and will be available online via [www.management.ac.nz/handbook](http://www.management.ac.nz/handbook) To find the information select “Subjects” to see the list of available subject areas; then choose “Tourism Management”. On the left hand side under “About Subject” select “Regulations” making sure that the information is for 2015.

Bachelor of Tourism – Tourism and Hospitality Management (BTour(THMgt))

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

The specific requirements for Tourism Management are that you must include:

» TOMG200 Tourism Management and the Environment
» TOMG202 Managing Tourism Demand and Behaviour
» TOMG304 Tourism and Hospitality Law
» TOMG306 Tourism and Hospitality Management Control and Decision Making
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG409 Destination Management.

If Tourism Management is your first major and you are taking two majors then you can count TOMG390 or MNGT496 as a major paper for this subject in place of TOMG304, TOMG306, TOMG405 or TOMG409.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)
Bachelor of Tourism with Honours (BTour(Hons))

To complete the requirements for the BTour(Hons) you must pass 120 points at 500 level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BTour(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Tourism and Hospitality Management are that you must include:
» MNGT501 Research Methods in Management Studies
» TOMG591 Dissertation.

And choose 60 points from:
» TOMG502 Tourism Development and the Environment
» TOMG503 Hotel and Resort Management
» TOMG510 Heritage Tourism Management
» TOMG518 Tourism and Hospitality Human Capital Management
» TOMG519 Tourist Behaviour and Markets
» TOMG520 Hospitality Operations Service Management
» TOMG590 Directed Study.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Generic 2nd Major

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 Destinations Management.

For full details of available papers visit www.management.ac.nz/handbook/paperdetails
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. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Tourism and Hospitality Management are that you must include:

» TOMG201 Tourism Management.

And choose 40 points from:

» TOMG304 Tourism and Hospitality Law
» TOMG306 Hospitality Management Control and Decision Making
» MKTG354/454 Marketing of Services
» STMG385 Strategy for Enterprise
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG406 Hospitality Operations and Sustainable Management
» TOMG409 Destination Management.

It is also possible to include a specialisation in Cruise Tourism for a Graduate Certificate in Tourism Management.

To complete the requirements for this specialisation you must include:

» TOMG210 Cruise Ship Tourism
» TOMG310 Global Cruise Destinations
» TOMG496 Tourism and Hospitality Internship: From Theory to Practice.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Graduate Diploma (GradDip)

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

The specific requirements for Tourism and Hospitality Management are that you must include:

» TOMG201 Tourism Management
» TOMG202 Managing Tourism Demand and Behaviour.

And choose 80 points from:

» TOMG304 Tourism and Hospitality Law
» TOMG306 Hospitality Management Control and Decision Making
» TOMG380 Aviation Management
» MKTG354/454 Marketing of Services
» TOMG405 Entrepreneurship in Tourism and Hospitality
» TOMG406 Hospitality Operations and Sustainable Management
» TOMG409 Destination Management.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

To complete the requirements for a Postgraduate Certificate you must pass 60 points at 500 level from one subject area; meet the specific requirements prescribed for any subject.

The specific requirements for the subject Tourism and Hospitality Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study.

Papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

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

Postgraduate Diploma (PGDip)

To complete the requirements for a Postgraduate Diploma you must pass 120 points at 500 level and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification information for further details). You must also meet the specific requirements prescribed for any subject. You can choose to take up to 30 points from other graduate subjects with the permission of the Department’s Graduate Convenor.

The specific requirements for Tourism and Hospitality Management are that you must meet with the Department’s Graduate Convenor to discuss an appropriate personal programme of study and include:

» TOMG502 Tourism Planning and Environment
» TOMG503 Hotel and Resort Management.

And choose 60 points from:

» TOMG518 Tourism and Hospitality Human Capital Management
» TOMG519 Tourist Behaviour and Markets
» TOMG520 Hospitality Operations Service Management
» TOMG590 Directed Study
» TOMG591 Tourism Management Dissertation
» TOMG592 Tourism Management Dissertation
» ANTH515 Ethnographic Research
» DEV5504 State Policies on Indigenous Development
» GEOG521 Advanced Tourism Research
» MNGT501 Research Methods in Management Studies.

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails

Note(s): If you fail a paper or papers (no more than 30 points) then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending upon your programme of study.
**Master of Management Studies (MMS)**

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

- Meet with the Department's Graduate Convenor to discuss an appropriate personal programme of study and to ensure any specific subject requirements are met
- Take MNGT501 Research Methods in Management Studies (unless passed previously)
- Take a dissertation (591/592) or thesis (593/594) in your subject area
- Submit a Portfolio of Achievement (see qualification information for further details).
- Meet the specific requirements prescribed for any subject.

The specific requirements for Tourism Management are that you must include (unless previously passed):


All students may choose any additional papers required from:

- TOMG503 Hotel and Resort Management
- TOMG518 Tourism and Hospitality Human Capital Management
- TOMG519 Tourist Behaviour and Markets
- TOMG590 Directed Study.

Paper offerings can change; for full details of available papers visit [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

Contact the Department's Graduate Convenor.
For more information on the Student Handbook or to see the Handbook online, scan this QR code to be taken to our website.

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THE POSSIBILITIES ARE ENDLESS.
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HE KURA TOI E KORE E MIMITĪ.