Welcome to Waikato

From 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. Professor Neil Quigley joined the University as its fifth Vice-Chancellor in 2015 and has given fresh impetus to our continued development.

The University campus is undergoing significant enhancement, with construction of the new multi-million dollar Law and Management building well underway. It will provide state-of-the-art facilities for our staff and students.

Research is the University’s lifeblood and we continue to produce research and researchers who are providing genuine answers to some of the key problems being faced by industries, governments and nations. One of New Zealand’s major research organisations, the University of Waikato plays a key role in the regional economy and makes significant contributions to the national innovation system. We have six research institutes which enable our postgraduate students to continually contribute to regional, national and global research. This emphasis on producing meaningful research flows through to our students, who are committed to making a real difference for their employers.

To prepare students for the increasingly competitive job market, we provide work experience while they study, and many courses have components that mirror real-life situations so students are prepared for the challenges they face in the workplace. This creates graduates who are work-ready and attractive to employers.

The University of Waikato continues to provide a dynamic, culturally diverse and inspiring environment for our student population. When you graduate from this university you will be well prepared for the challenges that lie ahead.
Welcome to Waikato Management School

Waikato Management School is among Australasia’s leading university-based business schools, offering a comprehensive range of subject majors and qualifications designed to service a wide range of career objectives.

We are based in an environment that’s doubly dynamic: located in New Zealand, one of the world’s most aggressive promoters of global trade and competitiveness; and also in the Waikato region, the heartland of New Zealand’s leading export agribusiness industries, which boasts the highest rate of newly established businesses in the country.

Waikato Management School has a network of strong relationships with regional, national and international businesses, giving our students an ideal platform from which to forge connections and transform themselves into business leaders. We encourage our students to absorb and refine this commitment to sustainable innovation and carry it out into the world.

Waikato Management School is part of an elite group of the world’s best business schools that have earned Triple Crown status – an international acknowledgement of excellence in business education. We are accredited by the world’s oldest assessor of business education, AACSB International (the US-based Association to Advance Collegiate Schools of Business), EQUIS (EFMD Quality Improvement System), and AMBA (The Association of MBAs).

Only 1% of the world’s business schools have met the strict standards of all three accreditation bodies.

Professor Don Ross
Dean, Waikato Management School
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Waikato Management School services and facilities

Management Student Centre (MSC)

Our Management Student Centre team are there to support you. They can help you make the best choices for your programme of study, answer any questions you may have about changing enrolment, choosing papers, graduating from university, and much more.

MSC is open from Monday to Friday, 8.45am to 4.45pm. One of the best times to pop in is during Open Advice Day, held every Wednesday from 10am to 2pm.

The Management Student Centre is currently located in MS1 (behind the Station Café on Hillcrest Road), but from mid-2016 it will move into the new Law and Management building; still under construction at the time of printing.

Contact us:

Phone: +64 7 838 4303 or 0800 654 303
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.

Language and Learning Development (WMS)

Support from the Language and Learning Development unit is offered to all Waikato Management School students who wish to use this free service. Our team of specialists can provide guidance on writing, reading and oral tasks, and help you develop academic skills such as 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 these tutors are not experts in the content of the papers you are studying. They are language and learning experts and it is language and learning skills they aim to develop in you.

For a one-to-one tutorial involving written coursework you can bring either:
- A marked assignment, with the marking schedule/guidelines and any notes/comments from your lecturer/tutor
- The outline plan for an assignment which has not yet been submitted and marked, and the assignment guidelines, or
- Your first draft of an assignment which has not yet been submitted for assessment, and the assignment guidelines.
Tutors will not look at assignments that are due on the same day as your appointment, as this would not leave you enough time to think about their advice or follow up on the learning materials 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**

These workshops 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 provide a great foundation on which to build your academic skills.

The programme is offered each semester by the Language and Learning Development tutors to orientate new students to our academic environment, and is run over 8-10 sessions. 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. 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. However, they may liaise with, or direct you to, the University’s International Student 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 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](http://www.nzqa.govt.nz)

The University of Waikato International Student Services Office provides extensive information for international students, visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/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. Visit 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. The Ministry of Health can provide full details on entitlements to publicly funded health services, see 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 from the New Zealand Immigration Service, see 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 you make great choices, and meet all the regulatory requirements for a qualification and/or subject.

MSC staff can help by providing customised programme advice, answering questions, referring you to subject experts in departments, and assisting with problems. Come 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 rules around working in overload – so you can manage your workload and still succeed – and implications for some choices. For example, studying during S, A, B and T semesters may affect your StudyLink allowances. For further information, visit the campus expert Nadine Hayes in the University’s Student Centre, or see www.studylink.govt.nz

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. Visit Anne-Marie Kell who works at the Bongard Centre, or phone +64 7 557 8506. To make an appointment, please email amkell@waikato.ac.nz and include the details of your previous and current study, and what advice you are seeking.

Alternatively, MSC staff will visit the Tauranga campus (Bongard Centre) during the term. For any queries, email msc@waikato.ac.nz or phone 0800 654 303 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 or Public Relations)
• Bachelor of Business Analysis – Financial (majoring in Accounting or Finance)

Students who wish to major in another subject area will need to transfer to the Hamilton campus.
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 makeup, 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), or the Bachelor of Electronic Commerce (BECom), 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 leads to a wide range of future careers. The BBA(Fin) is a specialist financial management degree; the BCS is a specialist communication degree; the BECom is a specialist electronic commerce degree; and the BEntre is a specialist entrepreneurship degree.

Certificates and diplomas are shorter programmes that are similar to the first or second year of a bachelors degree. 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 include graduate certificates and graduate diplomas, which normally take either one semester or one year of full-time study to complete. These programmes can enhance your bachelors degree or complement prior work experience, or provide relevant 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), or the Master of Professional Management (MPM).

Alternatively take one of our general management programmes; the Master of Business Administration (MBA) or the Master of Business and Management (MBM).

Other choices include honours degrees, postgraduate certificates, and postgraduate diplomas.

The MECom and MPM professional programmes 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 and the MPAcct 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. The MPAcct is a professional qualification for those who wish to become a Chartered Accountant.

Alternatively, the MBA requires five years of relevant managerial experience and is a programme designed for those aspiring to senior leadership roles.

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

Higher study
A doctoral degree (PhD) gives students extensive knowledge in their chosen field and trains them to do original and meaningful research, preparing them to function as a member of a teaching faculty.
Computer account – MyWeb
Once you have formally enrolled in a management paper or programme, your computer account is created automatically.

A computer account consists of a personalised username and a password. You need both to log on to a computer. Once you have your student ID card, enable your account by going to the computer labs and asking a lab assistant, or log on to www.myweb.ac.nz and click on the ‘First-time user?’ link.

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

The MyWeb icon will appear on your desktop when you log on to Waikato Management School’s computer labs. It can also be accessed off-campus from www.myweb.ac.nz Simply enter your Waikato University username and password at the prompt, then explore the useful personalised links.

For any off-campus computer enquiries, contact the WMS Helpdesk at wmshelp@waikato.ac.nz or phone 07 838 4599.

Internet and email access
Sending and receiving email is free. Lightwire is the internet provider on campus. 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. To make an order, log on to MyWeb and click on the ‘Shopping Mall’ link located under the ‘University’ links, then follow the instructions.

Computer labs
Waikato Management School has excellent computing facilities. The computer labs have up-to-date hardware, software and internet access. Computer labs are located in MSB.0 (Level 0 of the Management School Building), and in the MS6 building, located at the far end of the lower staff car park (correct at the time of printing). You can also use the computers in the University’s Student Centre. By logging on to the computers in the labs, students agree to abide by our ‘conditions of use’ policy, found on notice boards in both labs.

After-hours access
Management students can have 24-hour access to the WMS computer labs. First, you 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 from Monday to Friday, 10.30am to 12 noon and 1pm to 3pm.

Once your card is activated for after-hours access, you can enter the WMS labs and log on to the computers. No after-hours access is available without your student ID card.
Saving, printing and logging-off

Every student has 2GB of space on a server called StudHome (H:\Drive) to store course-related material. StudHome can be accessed via MyWeb under the ‘My Documents’ pane. You can also save your work onto a 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 computer labs, you are charged per page. Printing charges are automatically deducted from your Unica$h account. Check the signs in the labs for a list of printing charges. Duplex (double-sided printing) is the 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, your student ID card will let you access Library services, printing and photocopying. You need to activate your ID card first, by going to a kiosk in the computer labs.

Unica$h account

Your Unica$h account lets you print your work and use the online ‘Shopping Mall’ on MyWeb. 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, use EFTPOS, credit card, or visit the University’s Student Centre (Library) or Waikato Print. To add funds in the computer labs, go to the terminal with the EFTPOS kiosk, then follow the instructions on screen to transfer money from your bank account to your Unica$h account.

While you are studying

Free competency modules

We want you to have the best experience while you’re with us, and gain as many valuable skills and competencies as possible 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 provide three free competency modules, which are required for some programmes. Check the degree regulations for your qualification to see if it has this requirement.

MNGT060 Writing Competency Module (WCM)

Being able to write well will help you succeed in your studies, as well as your future career. This is important when you need to write impressive professional reports, persuasive proposals, and even business emails.

The Writing Competency Module (WCM) is a self-directed learning module that helps you to recognise common errors in written English, and is the first step to developing your own writing competency. The module consists of a series of online learning materials, a required text, and online tests.

As this is an essential early development skill for you to acquire, you will need to pass MNGT060 (WCM) in your first semester at Waikato Management School, otherwise you will be required to take MCOM104 Written Communication for Management in your second semester of study. A pass in MCOM104 will be considered as meeting the WCM requirement for a programme.

The MNGT060 link will appear as a paper link on MyWeb. If you don’t see this link when you first log on, please let MSC staff know so they can add it to your programme of study.
MNGT050 Computer Competency Module (CCM)
In addition to academic work, we place great emphasis on our students' ability to access information and use computer applications.

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:
2. In the new browser window, tick the box to join the CCM for the current year.
3. Close the browser window
4. To display the CCM link, you need to refresh MyWeb – right-click on the screen and choose refresh.
5. 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 added to your student record.

MNGT070 Employment Skills Module (ESM)
Developing skills to secure a job and plan your future career are essential as you transition from being a student to a valued employee. Even if you’re planning to start your own business, the skill of recognising great potential employees is significant for your ongoing success.

The Employment Skills Module is designed to help give you these fundamental essential skills. It includes compulsory attendance at four workshops that cover the topics of planning your career, CV and cover letter writing, interviewing skills and employment rights and obligations.

You can sign up for ESM workshops either via MyWeb/MSC Bookings, or through the University Careers Office (there is a display board in MSC that shows dates for upcoming ESM workshops and how to enrol for each specific workshop).

Enrolment
The University year is split into four semesters. A and B are standard semesters, while 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. The maximum workload for Summer School is 40 points (or 30 points for 500-level papers).

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 visit the campus expert, Nadine Hayes, in the University’s Student Centre, before you enrol in Summer School.

Policies and regulations
Enrolment requires compliance with the regulations and requirements contained within this handbook. You are also bound by the University of Waikato regulations and policies, some of which are noted below:
• Assessment Regulations
• Student Discipline Regulations
• Computer System Regulations
• Policy on the Use of Māori for Assessment
• Ethical Conduct in Human Research and Related Activities Regulations
• Student Research Regulations
All relevant University of Waikato regulations and policies can be found in greater detail in the *University of Waikato Calendar* ([http://calendar.waikato.ac.nz](http://calendar.waikato.ac.nz)), which is produced annually.

Waikato Management School's Quality Assurance Manual also provides important information regarding our academic policies and procedures, and can be accessed via your papers on MyWeb.

**Change of enrolment**

Changes of enrolment for papers, or your programme, are made through www.i.waikato.ac.nz

The associated rules for changing your enrolment are found at http://calendar.waikato.ac.nz/admission/changeofenrolment.html

If you wish to withdraw or change a paper in your programme of study, you normally have until the second Friday of A and B semesters to do so with a full refund of fees. Students may also normally 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, talk to MSC staff first. Please enquire with MSC for Summer School change of enrolment dates, or check the *University of Waikato Calendar*, visit [http://calendar.waikato.ac.nz](http://calendar.waikato.ac.nz)

**Enrolling in tutorials**

Students should enrol in tutorials for Waikato Management School taught papers via MyWeb.

1. Log on to MyWeb at www.myweb.ac.nz
2. Click on your paper link
3. Click on the ‘Timetable or Groups’ link for each paper
4. Click on the radio button next to the 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 iWaikato. To see the papers for the following year, visit [www.management.ac.nz/handbook/paperdetails](http://calendar.waikato.ac.nz/admission/changeofenrolment.html)

Automatic re-entry to Waikato Management School is granted to any student who has passed over half of the points they were enrolled in during their last year of academic study.

If a student does not pass more than half of their points, 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’s 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](http://calendar.waikato.ac.nz/admission/changeofenrolment.html)

If you’re still waiting for some results, 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 you need to meet are normally associated with the time that you began your enrolment in the programme. However, it is often possible to change to new regulations if these are preferable to you – talk to MSC if you’re thinking about this. Past regulation information is available in previous Student Handbooks, see [www.management.ac.nz/handbook](http://calendar.waikato.ac.nz/admission/changeofenrolment.html)
Papers
This section includes information about paper codes, points and EFTS values, compulsory papers, passing papers, progression rules, timetables and more.

Paper codes
Paper codes contain information about the subject, level and timing of the paper. For example the paper FINA311-16A(HAM) can be broken down as shown below.

<table>
<thead>
<tr>
<th>FINA</th>
<th>This is the subject code, in this case Finance.</th>
</tr>
</thead>
<tbody>
<tr>
<td>311</td>
<td>This is the unique code for any given paper and the first digit always indicates the level of the paper, in this case 300-level.</td>
</tr>
<tr>
<td>16A</td>
<td>This is the year and semester indicator, which tells you when the paper is taught, in this case 2016 A Semester. Other semester indicators include: S = Summer School (January – February) A = First Semester (February – June) B = Second Semester (July – November) T = Summer School 2 (November – December) Y = Year (February – November) C, D, E etc = Special time-frames that are different to S, A, B, T and Y.</td>
</tr>
<tr>
<td>(HAM)</td>
<td>Where the paper is taught, in this case Hamilton (HAM). Other indicators include: TGA = Tauranga NET = Internet</td>
</tr>
</tbody>
</table>

Points and EFTS values
Each paper is given a points value, depending on the level and size of the paper. 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

Compulsory papers
Some papers are core or compulsory; 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, while 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 start of the semester, it’s 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 http://timetable.waikato.ac.nz
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
Some university papers require you to purchase a textbook. It’s best to wait until you go to the first lecture for each paper to find out which textbook to buy, and whether it’s 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.
Some papers have required paper readings (an assortment of articles put together by the lecturer) instead of textbooks. These readings may be accessible online, or perhaps bought through the Waikato Print shop on campus.

Assignments
The WMS Language and Learning Development team (see page 5) are a useful resource you can access, perhaps to help you understand the requirements for your assessment. There are lots of useful online resources via the ‘Language and Learning’ link on the ‘Academic Planning’ tab via MyWeb.

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 by 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 a mistake has been made in 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
Many of your assignments will need to be submitted electronically through MyWeb and will be checked using Turnitin software (see Plagiarism on page 15). 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.
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 the cover page to your assignment, hand it in by the deadline to the designated place advised by your lecturer or tutor.

**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 classmate or a previous student. 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. Visit our Language and Learning Development team to learn how to avoid plagiarism.

**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 barcoded cover page, and you must hand it directly to a staff member at the MSC front counter. They will stamp it with the time and date it was handed in, add it to the assignment database, and then send it on to the appropriate paper convenor.

*Note: If you need an extension or wish to discuss a late assignment, 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 via MSC and it is closed, you can normally place the assignment in an after-hours box, which is cleared each weekday morning – this should only be used for after-hours submission.

**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 your photo student ID with you. Please note 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.

**The Library**
The Library is an important resource that you will access during your study with us. Make the most of its resources by ensuring you understand how to access the information. Head 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, normally offered throughout the year by Library staff, which provide details on how to use 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, go to 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, visit [www.waikato.ac.nz/library](http://www.waikato.ac.nz/library), or use the ‘Learning Resources’ tab on your MyWeb page.
**Student concerns and complaints**

Students are encouraged to raise matters that are causing them concern so they can be addressed, and to help us improve the service we provide. 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 related to academic programmes, University processes and procedures, or actions by University staff, and can be viewed at [http://calendar.waikato.ac.nz/policies/studentcomplaints.html](http://calendar.waikato.ac.nz/policies/studentcomplaints.html)

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

**Students helping students**

**Student representatives – classes 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 role 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 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](http://www.waikato.ac.nz/sasd/enrolment/studrep1.shtml)

**Student organisations**

You automatically have free membership to Waikato Management School Students’ Association (WMSSA). There are a range of student organisations on campus that can add to your student experiences, and some of them are listed below.

**Waikato Management School Student Association (WMSSA)**

WMSSA aims to support and connect students to the business world by organising networking evenings, professional guest speakers, social events, mentoring and other services. For details see [www.wmssa.org.nz](http://www.wmssa.org.nz) or [www.facebook.com/wmss.assoc](http://www.facebook.com/wmss.assoc)

**Te Ranga Ngaku (TRN) – Māori @ Management student network**

TRN is open to any Māori student studying at Waikato Management School. The kaupapa of this rōpu is to encourage whakawhanaungatanga of all Māori students through manākitanga, awhi, and tautoko. The group’s vision is to foster academic achievement and excellence among Māori management students. If you want to get involved and have a kōrero, email terangangaku@gmail.com or catch up on Facebook – [www.facebook.com/groups/terangangaku](http://www.facebook.com/groups/terangangaku)

**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 meeting social, economic, environmental and/or cultural needs, with a view to making a sustainable difference. Find them at [www.facebook.com/socialinnovationwaikato](http://www.facebook.com/socialinnovationwaikato)
Management Communication Students’ Association (MCSA)
MCSA is a student-run group that aims to give Waikato students of public relations, leadership communication and marketing a head-start in their chosen career by linking them up with industry professionals. MCSA is affiliated with PRINZ, so members can receive a discounted PRINZ student membership and enjoy a host of fun events, trips and workshops throughout the year. Find them at www.facebook.com/MCSAWaikato or visit www.mcsawaikato.co.nz

Beta Alpha Psi – Waikato
Beta Alpha Psi (BAP) offers professional self-development, community service and friendship for accounting, finance and information systems students and professionals. Previous events hosted by the Waikato chapter of Beta Alpha Psi have included workshops on Xero accounting software; a CV-writing workshop; and a tutoring session to help students prepare for exams. See www.bap.org and www.facebook.com/bapwaikato

AIESEC
AIESEC provides opportunities for young people aged under 30 to develop the practical skills to become globally minded, socially responsible leaders through international exchanges and links with the local business community. If you’d like to add another dimension to your degree and meet new people, visit www.aiesec.org.nz

The University of Waikato services and facilities
In addition to the services offered by Waikato Management School, the University of Waikato 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
The accommodation adviser helps students to find accommodation by providing listings of houses, flats and boarding situations; and can also provide advice on tenancy issues. Phone +64 7 838 4084, or email accom@waikato.ac.nz. For details see www.waikato.ac.nz/sasd/acso

Careers Development Service
Careers Development 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 Development Service is located in the University Student Centre, Level 1, phone +64 7 838 4439 or email careers@waikato.ac.nz, or find them on Facebook at www.facebook.com/WaikatoCareers

Counselling
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 they offer a free service. To make an appointment with a counsellor, phone +64 7 838 4037 or email student_services@waikato.ac.nz. For details see www.waikato.ac.nz/sasd/health/counselling.shtml

Disability support
The disabilities co-ordinator can provide information and disability support, including for those who have 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 email disability@waikato.ac.nz or call in at room CHSS.G.26. For details see www.waikato.ac.nz/sasd/health/disability
Ecumenical Chaplain

The University has an Ecumenical Chaplain who offers a willing ear and a range of services for students, including meetings, worship services, and weddings. A Catholic Priest also works part-time at the Lady Goodfellow Chapel. To contact the chaplain, phone +64 7 838 4466 extn 8576, or email chaplain@waikato.ac.nz. Concerts, recitals and other activities are also held regularly in the Chapel. For details see www.waikato.ac.nz/sasd/health/chaplaincy.shtml

Health

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 shops. Appointments can be made at the reception desk, or phone +64 7 838 4037.

New Zealand students are encouraged to enrol with the Student Health Service, so that any routine consultations will be free of charge. For details see www.waikato.ac.nz/sasd/health/health.shtml

Sport and leisure

The University Recreation Centre (UniRec) is a great place to get involved in sport or leisure activities. Located on campus, off Gate 1 Knighton Road, the Uni Rec Centre provides a great choice of both facilities and services, with cheap membership rates for students. For further information phone +64 7 838 4177 or email unirec@waikato.ac.nz. See www.unirec.co.nz

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, 12 noon to 6pm. For details phone +64 7 838 4335 or email uowpool@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 the Management Student Centre (MSC), you can also access a wide range of administrative services from the University’s Student Centre in the Library, which is open Monday to Friday (8.30am to 5pm). Please contact them if you need help and advice on any of the following: admission, enrolment, academic records, change of name/address, student ID cards, graduation, StudyLink advice, or credit queries. For more information phone 0800 WAIKATO, fax +64 7 838 4370, or email info@waikato.ac.nz. For details see www.waikato.ac.nz/students/student-centre.shtml

Parking

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

Illegally parked cars are clamped, and a substantial fee is payable to remove the clamp.

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

For more information about parking for 2016, visit www.waikato.ac.nz/fmd/getting-to-campus/index.shtml
**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.

The Bachelor of Management Studies (BMS) is New Zealand’s only four-year business degree – it is like an undergraduate MBA that provides a broad-based management and business foundation.

The BMS provides an applied and professional focus that makes you stand out from others. It provides a broad suite of management and personal skills and moves beyond a single speciality focus. The BMS provides you with career options; it is designed to prepare you for future employability.

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

**Entry requirements**

You will be eligible to apply for the BMS if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students.

Visit [http://calendar.waikato.ac.nz/admission/admissionstatute.html](http://calendar.waikato.ac.nz/admission/admissionstatute.html)

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/international)

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management to help prepare you before attempting STMG191.

**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 (if you are taking Accounting see note below)
- Complete all the requirements for your major/s.
- Pass a Computer Competency Module (CCM) in the first year of study
- Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
- Take an Employment Skills Module (ESM)
- Complete any Assurance of Learning requirements
- 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:** 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.

**Note:** If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
### Planner

**Bachelor of Management Studies (BMS)**

<table>
<thead>
<tr>
<th>Year 1 120 points</th>
<th>Year 2 120 points</th>
<th>Year 3 120 points</th>
<th>Year 4 120 points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting for Management ACCT101</td>
<td>Business Economics and the NZ Economy ECON100</td>
<td>Finance FINA201</td>
<td>Macroeconomics and the Global Economy ECON200</td>
</tr>
<tr>
<td>Business</td>
<td>Introduction to Marketing MKTG151</td>
<td>Organisational Behaviour HRMG241</td>
<td>Organisational Behaviour HRMG241</td>
</tr>
<tr>
<td>Management</td>
<td>Integrated Thinking: E-Business and Supply Chain Management MSYS111</td>
<td>Management Communication MCOM200</td>
<td>Management Communication MCOM200</td>
</tr>
<tr>
<td></td>
<td>Management Statistics STAT160</td>
<td>Business</td>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi MNGT221</td>
</tr>
<tr>
<td></td>
<td>Introduction to Management STMG191</td>
<td>Law, Ethics, Sustainability</td>
<td>495 OR 499 OR MNGT496</td>
</tr>
<tr>
<td></td>
<td></td>
<td>and the Treaty of Waitangi MNGT221</td>
<td></td>
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<td></td>
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</table>

**Modules**

- Writing Competency
- Computer Competency
- Employment Skills

**Compulsory papers**
- Major papers
- Elective papers
- Modules

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

Completing a major requires you to pass papers at particular levels. 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/subjects](http://www.management.ac.nz/subjects)

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

- Accounting
- Agribusiness
- Economics
- Electronic Business
- Finance
- Hospitality Management (see note below)
- Human Resource Management
- Leadership Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management
- Tourism Management (see note below)

For any subject listed above, the major requirements are associated with the BMS 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.

**Note:** *Hospitality Management and Tourism Management are only available for students who were previously taking the major; no new enrolments in these majors will be possible. If you have any questions, please contact the Management Student Centre (MSC).*

**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. For the BMS you can choose from Agribusiness, Events Management, Health Communication, Management Education Abroad, or a Language.
Practical experience

MKTG151 Marketing Trade Show
Teams of students are asked to come up with an innovative idea for a new product or service, then showcase their ideas for judging. They conduct market testing and plan a full marketing mix strategy, including packaging design, promotion, price and distribution. Previous themes have included toys and games, money-saving ideas, automobile accessories, and gardening products.

STMG391 Case Competition
In this practical project, teams of students analyse and develop a growth strategy for a real company, then write and present their recommended business strategy. Previous companies have included Jucy Rentals, Pavlovich Coachlines, Nice Blocks, and Tainui Group Holdings Ltd.

The best four teams are chosen as finalists for the Waikato Management School Case Competition to present their strategy before a panel of judges. 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, see www.management.ac.nz/casecompetition

495 Industry Experience 4
Individual students find their own host organisation (subject to departmental approval) and spend four to 13 weeks working there. They take part in weekly online discussions and complete various assessments.

496 A Management Internship: From Theory to Practice
This paper gives students the opportunity to complete a 20-week internship (at least 150 hours) with a relevant host organisation located in New Zealand or overseas, and gain valuable work experience. You'll apply knowledge learned in class by carrying out a special project in a real-world setting, guided by a mentor and academic supervisors.

Enrolment in this paper is subject to appropriate internships being available and a high overall grade point average for past papers. It involves a competitive process, including a formal interview with the host organisation. For more information see www.management.ac.nz/internship

499 Report of an Investigation
Employers rate our 499 project highly; they like recruiting BMS graduates with proven analytical abilities and work experience. This paper involves conducting research with a sponsoring organisation, applying theories to solve problems in a real management situation, and writing up your findings in a formal report. Speak to your subject's departmental 499 convenor, or MSC, for more information.

Learning goals and Assurance of Learning
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:** able to 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.
Assurance of Learning
Assessments have been designed to measure how well learning 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 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. The GBK test is designed to determine your 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 your level of general understanding within the major, and it covers topics that have been studied in completing the major. The School will use the information it obtains from the results of these tests as part of a process designed to improve its programmes.

Special credit arrangements
Waikato Management School has developed credit arrangements, also known as articulation agreements, with the polytechnics below. These agreements enable students to meet most of the requirements of the first two years of the BMS by completing a prescribed package of New Zealand Diploma in Business papers (with a B grade average):
- 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 both 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 masters degrees or double majors 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 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 (if you are taking Accounting see note on next page)
- Complete the normal requirements for a first major as stated under the BMS or BMS(Hons) major requirements
• Pass a Computer Competency Module (CCM) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• 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-level, and either 60 points at 400-level for the BMS or 90 points at 500-level for the BMS(Hons).

Note: 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.

Note: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.

Planner

Bachelor of Management Studies (BMS) as part of a conjoint degree

Accounting for Management ACCT101
Business Economics and the NZ Economy ECON100
Introduction to Marketing MKTG151
Integrated Thinking: E-Business and Supply Chain Management MSYS111
Management Statistics STAT160
Introduction to Management STMG191

Macroeconomics and the Global Economy ECON200
Finance FINA201
Organisational Behaviour HRMG241
Management Communication MCOM200
Business Law, Ethics, Sustainability and the Treaty of Waitangi MNGT221

Strategic Management STMG391

495 OR 499 OR MNGT496

Modules

Writing Competency
Computer Competency
Employment Skills

Compulsory papers
Major papers
Elective papers
Modules

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

**Bachelor of Management Studies with Honours (BMS(Hons)) as part of a conjoint degree**

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>Accounting for Management  ACCT101</td>
</tr>
<tr>
<td>Business Economics and the NZ Economy  ECON100</td>
</tr>
<tr>
<td>Introduction to Marketing  MKTG151</td>
</tr>
<tr>
<td>Integrated Thinking: E-Business and Supply Chain Management  MSYS111</td>
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<tr>
<td>Management Statistics  STAT160</td>
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<tr>
<td>Introduction to Management  STMG191</td>
</tr>
<tr>
<td>Macroeconomics and the Global Economy  ECON200</td>
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<tr>
<td>Finance  FINA201</td>
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<tr>
<td>Organisational Behaviour  HRMG241</td>
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<tr>
<td>Management Communication  MCOM200</td>
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<tr>
<td>Business Law, Ethics, Sustainability and the Treaty of Waitangi  MNGT221</td>
</tr>
<tr>
<td>Strategic Management  STMG391</td>
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<tr>
<td>599 OR MNGT596</td>
</tr>
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</table>

### Modules

- Writing Competency
- Computer Competency
- Employment Skills

<table>
<thead>
<tr>
<th>Compulsory papers</th>
<th>Major papers</th>
<th>Modules</th>
</tr>
</thead>
</table>

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

### BMS/LLB as a conjoint degree

If you wish to take the BMS/LLB conjoint degree, 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.
Bachelor of Management Studies with Honours

In the third year of the BMS, you have the opportunity to stand out from your peers if you can qualify for entry to the BMS Honours degree.

Entry requirements

You will be eligible to apply for the BMS(Hons) if you have:

• Gained 360 points towards your BMS at Waikato Management School
• Passed all the BMS compulsory papers, up to and including, 300-level, and
• Achieved at least a B average (Grade Point Average (GPA) 5 or above) over at least 220 points in your 200-level, or above, BMS papers.

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

Options if you are eligible for BMS(Hons)

If you are eligible to enrol in the BMS(Hons), then you have several options you might like to consider:

1. You can transfer from the BMS to the BMS(Hons)
2. You can transfer from the BMS to the BBA(MgtSt) and instead of completing honours enrol in a 180-point Master of Management Studies (MMS) or Master of Professional Management (MPM)
3. You can complete the BMS(Hons) and then enrol in a 120-point MMS or MPM, providing you meet the entry criteria.

The BBA(MgtSt) option is only available for transfer if you are enrolling in an MMS or MPM degree.

BBA(MgtSt)

To be eligible to transfer to the BBA(MgtSt) you must:

• Be eligible to enrol in the BMS(Hons)
• Have completed 360 points for the BMS, including at least 240 points above 100-level and 80 points above 200-level
• Have completed the WCM, CCM and ESM modules
• Be enrolled in the MMS or MPM specialist masters degree
• Be able to meet the requirements for a major in Management.

To meet the requirements for a major in Management you will have passed HRMG241, MCOM200, MNGT221, STMG391 and 40 points at 300-level in one WMS subject.

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 (if you are taking Accounting see note on next page)
• Complete all the requirements for your major/s
• Pass a Computer Competency Module (CCM) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note on next page)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• 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.

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: 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.

Note: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.

**Planner**

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

<table>
<thead>
<tr>
<th>Year 1</th>
<th>120 points</th>
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<tbody>
<tr>
<td>Accounting for Management ACCT101</td>
<td>Business Economics and the NZ Economy ECON100</td>
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<th>Year 2</th>
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<td>Macroeconomics and the Global Economy ECON200</td>
<td>Finance FINA201</td>
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<th>Year 3</th>
<th>120 points</th>
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<tr>
<td>Strategic Management STMG391</td>
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<tr>
<th>Year 4</th>
<th>120 points</th>
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<tr>
<td>599 OR MNGT596</td>
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</table>

**Modules**

- Writing Competency
- Computer Competency
- Employment Skills

- Compulsory papers
- Major papers*
- Elective papers
- Modules

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

*Please note if you take more than one 30-point, 500-level paper for your subject you will only need five major papers to meet the 120-point requirement.
Major requirements

Completing a major requires you to pass papers at particular levels. 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/subjects](http://www.management.ac.nz/subjects)

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

- Accounting
- Agribusiness
- Economics
- Electronic Business
- Finance
- Hospitality Management (see note below)
- Human Resource Management
- Leadership Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management
- Tourism Management (see note below)

For any subject listed above, the major requirements are associated with the BMS(Hons) 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.

**Note:** Hospitality Management and Tourism Management are only available for students who were previously taking the major; no new enrolments in these majors will be possible. If you have any questions, please contact the Management Student Centre (MSC).

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. For the BMS(Hons) you can choose from Agribusiness, Events Management, Health Communication, Management Education Abroad, or a Language.

Practical experience

You will have already had some practical experience papers in your BMS programme. For the BMS(Hons) you can choose between the 599 or 596.

**596 A Management Internship: From Theory to Practice**

This paper gives students the opportunity to complete a 20-week internship (at least 150 hours) with a relevant host organisation located in New Zealand or overseas, and gain valuable work experience. You’ll apply knowledge learned in class by carrying out a special project in a real-world setting, guided by a mentor and academic supervisors.

Enrolment in this paper is subject to appropriate internships being available and a high overall grade point average for past papers. It 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)
599 Report of an Investigation

Employers rate our 599 project highly; they like recruiting BMS(Hons) graduates with proven analytical abilities and work experience. This paper involves conducting research with a sponsoring organisation, applying theories to solve problems in a real management situation, and writing up your findings in a formal report. Speak to your subject’s departmental 599 convenor or MSC for more information.

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.

Learning goals and Assurance of Learning

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
- You can make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
- You can effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Assurance of Learning

Assessments have been designed to measure how well learning 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 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. 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.

As a BMS(Hons) student you are also required to submit a Portfolio of Achievement. This is normally undertaken as you near completion of the BMS(Hons). Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for 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.
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 over at least 220 points in your 200-level or above BMS papers. You will need to have achieved a GPA of 5 or more (at least a B grade) 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-level and 400-level values and divide the result by the number of 300-level 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 run only at the end of 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, and will need to apply via an application form. If you wish to commence honours at another time, for example, after Summer School or at 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 email msc@waikato.ac.nz
Bachelor of Business Analysis – Financial

This uniquely focused programme offers you a specialist business degree if numbers and their meaning are your game.

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

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 Chartered Accountants Australia and New Zealand (CAANZ).

Entry requirements

You will be eligible to apply for the BBA(Fin) if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University's Admission Statute provides detailed information regarding admission for all students.

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

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

To be able to enrol directly in the MATH166 compulsory paper you are required to have: 18 credits at Level 2 in NCEA Mathematics, or 10 credits at Level 3 in NCEA Calculus, or 14 credits at Level 3 in NCEA Statistics or Mathematics. If you do not meet this prerequisite then you will need to pass MATH168 with a B- grade before taking MATH166.

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management before attempting STMG191.

BBA(MgtSt)

Please note that the Bachelor of Business Analysis – Management Studies is only available to BMS(Hons) eligible students who are enrolling in the Master of Management Studies (MMS) or Master of Professional Management (MPM).

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) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note on next page)
• Take an Employment Skills Module (ESM)
• Complete any 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 and 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:** *If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.*

**Planner**

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

<table>
<thead>
<tr>
<th>Year 1</th>
<th>120 points</th>
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<tbody>
<tr>
<td>Accounting for Management</td>
<td>ACCT101</td>
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<tr>
<td>Business Economics and the NZ Economy</td>
<td>ECON100</td>
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<tr>
<td>Management Mathematics</td>
<td>MATH166</td>
</tr>
<tr>
<td>Integrated Thinking: E-Business and Supply Chain Management</td>
<td>MSYS111</td>
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<tr>
<td>Management Statistics</td>
<td>STAT160</td>
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<tr>
<td>Introduction to Management</td>
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<td>Macroeconomics and the Global Economy</td>
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<td>Finance</td>
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| Year 3 | 120 points |

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<tr>
<th>Modules</th>
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</thead>
<tbody>
<tr>
<td>Writing Competency</td>
</tr>
<tr>
<td>Computer Competency</td>
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<tr>
<td>Employment Skills</td>
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</table>

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

Completing a major requires you to pass papers at particular levels. 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/subjects

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

For any subject listed above, the major requirements are associated with the BBA(Fin) 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, ECON309 or FINA306 to ensure you meet the Assurance of Learning requirements for your programme (see note below).
- Complete any specific major paper requirements.
- A proposal to change the following statement is awaiting approval (see note below). At the time of printing the following statement was correct. 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 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: It is only necessary to enrol in one X type occurrence for the BBA(Fin) programme and the choice of paper is associated with 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.

Note: If approved the revised regulations will replace the above from 2016 and will be available online at www.management.ac.nz/handbook To find the information select ‘Undergraduate’ from the list of available Qualifications; then choose ‘Bachelor of Business Analysis (BBA)’. On the left-hand side under ‘Degree Information’ select ‘Major requirements’, making sure the information is for 2016.

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. For the BBA(Fin) you can choose from Agribusiness, Management Education Abroad, or a Language.
Practical experience

ECON304 will help prepare you for a career in the financial sector as a professional economist. FINA312 provides an opportunity to work on an investment project. ACCT313 will give you hands-on experience with computerised accounting packages. If you choose to do a 399 applied research project, you will investigate an accounting, economics or financial issue in an organisational context. It may be possible to take an elective internship or industry experience paper as part of your degree, providing valuable work experience at a relevant organisation.

Learning goals and Assurance of Learning

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**: able to 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.

Assurance of Learning

Assessments have been designed to measure how well learning 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 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, ECON309 or FINA306, to complete a Financial Analysis and Specialist Knowledge test. You will also be required to complete a Portfolio of Achievement, which can be completed at the same time as your enrolment in the X occurrence, or later in your programme, but before you apply to graduate. Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for the programme. 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.

Full instructions for the tests will be available via your X type occurrence paper outline and paper messages. These Assurance of Learning assessments 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 masters degrees or double majors 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 at [http://calendar.waikato.ac.nz/regulations/bachelor/conjointdegrees.html](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) in the first year of study
- Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
- Take an Employment Skills Module (ESM)
- Complete any Assurance of Learning requirements
- 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:** If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.

Planner

Bachelor of Business Analysis – Financial (BBA(Fin)) as part of a conjoint degree

<table>
<thead>
<tr>
<th>Modules</th>
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</thead>
<tbody>
<tr>
<td><strong>Writing Competency</strong></td>
</tr>
<tr>
<td><strong>Computer Competency</strong></td>
</tr>
<tr>
<td><strong>Employment Skills</strong></td>
</tr>
</tbody>
</table>

See subject information for specific paper requirements for your major/s. Programme advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
Bachelor of Business Analysis Honours – Financial

The BBA(Hons)(Fin) degree (120 points) 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 an MSC adviser about your alternatives.

Entry requirements

You will be eligible to apply for the BBA(Hons)(Fin) if you have been awarded the BBA(Fin) degree, or equivalent, and achieved a B average in the specialist subject area you intend to take for honours. International students, if applicable, are required to meet the English language requirements. For more information visit www.waikato.ac.nz/international

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
• Complete any Assurance of Learning requirements.

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

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.
Learning goals and Assurance of Learning

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
- You can make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
- You can effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Assurance of Learning

Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for 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.
Bachelor of Communication Studies

Learn to use the power of communication strategically and creatively to address 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 will acquire the skills and knowledge needed to become a strategy-based communication, marketing or public relations specialist.

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

This degree provides opportunities to gain hands-on experience of communication, public relations and marketing practice in the classroom, as well as industry and community organisations.

By the time you graduate, you'll understand the role of communication in business and society, be equipped with practical vocational skills, and have a portfolio of practical work that offers a solid basis for entering the workplace. Your personal, written and verbal communication abilities will stand you in good stead wherever you go.

Entry requirements

You will be eligible to apply for the BCS if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students.

Visit [http://calendar.waikato.ac.nz/admission/admissionstatute.html](http://calendar.waikato.ac.nz/admission/admissionstatute.html)

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/international)

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management to help prepare you before attempting MCOM133.

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) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• Pass a minimum of 360 points, including at least 240 points above 100-level and 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:** If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
**Planner**

**Bachelor of Communication Studies (BCS)**

**Year 1 120 points**
- Introduction to Linguistic Communication LING132
- Communication in an Online Society MCOM102
- Diversity & Communication Management MCOM122
- Introduction to Corporate Communication MCOM133
- Introduction to Marketing MKTG151
- Introduction to Management STMG191 OR Management & Sustainability MNGT100

**Year 2 120 points**
- Communication Theory & Research MCOM220

**Year 3 120 points**

**Modules**
- Writing Competency
- Computer Competency
- Employment Skills

Compulsory papers
Major papers
Elective papers
Modules

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

**Major requirements**
Completing a major requires you to pass papers at particular levels. 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/subjects](http://www.management.ac.nz/subjects)

As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:
- Leadership Communication
- Marketing
- Public Relations

For any subject listed above, the major requirements are associated with 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
- 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. For the BCS you can choose from Events Management, Health Communication, Management Education Abroad, or a Language.

Practical experience
If you major in Public Relations you’ll develop a PR campaign for a real client, as well as learning how to write press releases, brochures, speeches and broadcast news stories.

Students who achieve a B+ average can apply to take the MCOM387 Communication Internship. This paper offers a meaningful internship experience in a communication department, professional organisation or public relations agency.

In MKTG151 students participate in the Marketing Trade Show where teams of students come up with an innovative idea for a new product or service, then showcase their ideas for judging. They conduct market testing and plan a full marketing mix strategy, including packaging design, promotion, price and distribution.

Learning goals and Assurance of Learning
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.

• **Assurance of Learning**

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your 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 masters degrees or double majors 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.

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) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• Pass a minimum of 270 points, including at least 180 points above 100-level and 60 points above 200-level.

Note: if you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
### Planner

**Bachelor of Communication Studies (BCS) as part of a conjoint degree**

<table>
<thead>
<tr>
<th>Module</th>
<th>Code</th>
<th>Paper</th>
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<tbody>
<tr>
<td>Introduction to Linguistic Communication</td>
<td>LING132</td>
<td></td>
</tr>
<tr>
<td>Communication in an Online Society</td>
<td>MCOM102</td>
<td></td>
</tr>
<tr>
<td>Diversity &amp; Communication Management</td>
<td>MCOM122</td>
<td></td>
</tr>
<tr>
<td>Introduction to Corporate Communication</td>
<td>MCOM133</td>
<td></td>
</tr>
<tr>
<td>Introduction to Marketing</td>
<td>MKTG151</td>
<td></td>
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<tr>
<td>Introduction to Management</td>
<td>STMG191</td>
<td></td>
</tr>
<tr>
<td>Management &amp; Sustainability</td>
<td>MNGT100</td>
<td></td>
</tr>
<tr>
<td>Communication Theory &amp; Research</td>
<td>MCOM220</td>
<td></td>
</tr>
</tbody>
</table>

**Modules**

- Writing Competency
- Computer Competency
- Employment Skills

**Compulsory papers**

**Major papers**

**Elective papers**

**Modules**

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See subject information for specific paper requirements for your major/s. Programme advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
Bachelor of Communication Studies with Honours

The BCS(Hons) degree (120 points) 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 an MSC adviser about your alternatives.

Entry requirements

You will be eligible to apply for the BCS(Hons) if you have been awarded the BCS degree, or equivalent, and achieved a B average in the specialist subject area you intend to take for honours.

International students, if applicable, are required to meet the English language requirements. For more information visit www.waikato.ac.nz/international

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: Leadership 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
• Complete any Assurance of Learning requirements.

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

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.

Learning goals and Assurance of Learning

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
• You can make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
• You can effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Assurance of Learning

Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for 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.
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.

In New Zealand and around the world, firms report a growing demand for graduates with a solid mix of business and management education, combined with skills and hands-on experience in applying e-commerce technologies to today’s internet-driven business environment.

The three-year Bachelor of Electronic Commerce (BECom) provides this highly desirable mix of management and technology skills.

Applying e-commerce technologies to transform existing business processes requires more than just a basic acquaintance with computers. New business models are emerging that will revolutionise how organisations interact with their key customers and suppliers through the internet – not only to transfer and process business transactions, but also to develop electronically-enabled relationships and support human interaction.

Electronic commerce has gone way beyond building web pages; recent developments with the likes of social media, cloud computing and big data have changed the way in which businesses engage with technology. It also now touches all the basic functions of every organisation. Employers need people with a BECom on their CV to help deliver these radical changes.

Entry requirements

You will be eligible to apply for the BECom if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students. Visit http://calendar.waikato.ac.nz/admission/admissionstatute.html

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management to help prepare you before attempting STMG191.

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) in the first year of study
- Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
- Take an Employment Skills Module (ESM)
- Complete any 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 and 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: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
Planner
Bachelor of Electronic Commerce (BECom)

Year 1 120 points

- Accounting for Management ACCT101
- Communication in an Online Society MCOM102
- Introduction to Marketing MKTG151
- Integrated Thinking: E-Business & Supply Chain Management MSYS111
- The World of Electronic Commerce MSYS121
- Introduction to Management STMG191

Year 2 120 points

- Industry Experience 1 MSYS219

Year 3 120 points

- Industry Experience 2 MSYS319

Modules

- Writing Competency
- Computer Competency
- Employment Skills

Compulsory papers Major papers Elective papers Modules

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

Major requirements

Completing a major requires you to pass papers at particular levels. 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/subjects

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

- Accounting
- Applied Computing (see requirements on next page)
- Electronic Business
- Leadership Communication
- Marketing
- Public Relations
- Strategic Management
- Supply Chain Management

For any subject listed above, the major requirements are associated with 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 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. 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: This major requires COMP103 as a prerequisite for COMP 200-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**

A great feature of the BECom is the two Industry Experience papers which you will take. These papers allow you to get hands-on experience working for four to 13 weeks in a host organisation of your choice (subject to approval), usually over the summer period, which is of great value in helping to decide your future career direction. You will be working full-time alongside other employees, be supervised by a manager in the organisation, and be a member of project teams in that organisation working on real-world problems.

**Learning goals and Assurance of Learning**

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.

**Assurance of Learning**

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your Assurance of Learning assessments are embedded as part of your compulsory papers.
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 masters degrees or double majors 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 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.

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) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• 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: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
Planner

Bachelor of Electronic Commerce (BCom) as part of a conjoint degree

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<th>Communication in an Online Society</th>
<th>Introduction to Marketing</th>
<th>Integrated Thinking: E-Business &amp; Supply Chain Management</th>
<th>The World of Electronic Commerce</th>
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Modules

- Writing Competency
- Computer Competency
- Employment Skills

Compulsory papers | Major papers | Elective papers | Modules

See subject information for specific paper requirements for your major/s. Programme advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
Bachelor of Electronic Commerce with Honours

The BECom(Hons) degree (120 points) provides a first year of postgraduate study that follows on from the BECom 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 an MSC adviser about your alternatives.

Entry requirements

You will be eligible to apply for the BECom(Hons) if you have been awarded the BECom degree, or equivalent, and achieved a B average.

International students, if applicable, are required to meet the English language requirements. For more information visit www.waikato.ac.nz/international

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
• Complete any specific paper requirements listed under the qualification in the Electronic Commerce subject section
• Complete any Assurance of Learning requirements.

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.

Learning goals and Assurance of Learning

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
• You can make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
• You can effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Assurance of Learning

Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for 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.
Bachelor of Entrepreneurship

Work for yourself and build your own successful business, from the ground up.

The Bachelor of Entrepreneurship (BEntre) is a three-year specialist degree that provides an overview of entrepreneurial thought and action.

Entrepreneurs go into unchartered territory and work in an uncertain landscape, which requires a different skill set. The BEntre provides the skills and methods to develop and critique what is required to create a good idea and successfully launch and grow a new venture. In this degree, you will develop ‘out of the box’ thinking, incorporate your passion, and be socially responsible to make a positive difference in society.

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

Entry requirements

You will be eligible to apply for the BEntre if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students.

Visit [http://calendar.waikato.ac.nz/admission/admissionstatute.html](http://calendar.waikato.ac.nz/admission/admissionstatute.html)

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/international)

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management to help prepare you before attempting MCOM133 or STMG191.

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) in the first year of study
- Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
- Take an Employment Skills Module (ESM)
- Complete any 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 and 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:** If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
Planner
Bachelor of Entrepreneurship (BEntre)

Year 1 120 points
- Accounting for Management ACCT101
- Business Economics & the NZ Economy ECON100
- Introduction to Corporate Communication MCOM133
- Introduction to Marketing MKTG151
- Introduction to Management STMG191
- The Entrepreneur STMG192

Year 2 120 points
- Legal Issues in Business and E-Commerce ACCT224
- Strategy for Enterprise STMG285
- New Venture Creation STMG316

Year 3 120 points
- Entrepreneurial Opportunity Recognition STMG312
- Strategic Management STMG391
- Human Resource Management HRMG242 OR Entrepreneurial Electronic Commerce MSYS221

Modules
- Writing Competency
- Computer Competency
- Employment Skills

Compulsory papers Major papers Elective papers Modules

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

Major requirements
Completing a major requires you to pass papers at particular levels. 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/subjects

As part of your programme requirements, you must select the subject Entrepreneurship. You must also:
- 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.

You are strongly recommended to take a second management subject to consolidate your programme and provide you with broader career options. 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.
Other choices
You can choose to take a second major in any other undergraduate subject. 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 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 also be required to complete prerequisite papers.

Practical experience
As part of your major, you will have the opportunity to create a start-up business venture by assembling and mobilising resources. You will then enter a competition and pitch your idea to judges, with the potential for the most successful venture pitch to win angel funding.

Learning goals and Assurance of learning
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.
• **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.

Assurance of Learning
Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your Assurance of Learning assessments are embedded as part of your compulsory papers.
Bachelor of Tourism – Tourism & Hospitality Management

The Bachelor of Tourism – Tourism and Hospitality Management is only available to those students who were previously enrolled in the degree. No new enrolments in this degree are possible. If you have any questions, please contact the Management Student Centre (MSC).

Entry requirements

You will be eligible to apply for the BTour(THMgt) if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students. Visit http://calendar.waikato.ac.nz/admission/admissionstatute.html

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

If you do not have a strong background in literacy, then you may be directed to take MCOM104 Written Communication for Management to help prepare you before attempting STMG191.

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 note below)
• Complete all the requirements for your major/s
• Pass a Computer Competency Module (CCM) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any 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 and 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 BTour major subjects and compulsory papers.

Note: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. This may require additional points to be taken for your programme.
## Planner

### Bachelor of Tourism – Tourism & Hospitality Management (BTour(THMgt))

### Year 1 120 points

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
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<tbody>
<tr>
<td>Introduction to Tourism &amp; Hospitality</td>
<td>TOMG101</td>
</tr>
<tr>
<td>Touring Places; Placing Tourism</td>
<td>TOST100</td>
</tr>
<tr>
<td>Introduction to Management</td>
<td>STMG191</td>
</tr>
<tr>
<td>Accounting for Management</td>
<td>ACCT101</td>
</tr>
<tr>
<td>Business Economics &amp; the NZ Economy</td>
<td>ECON100</td>
</tr>
<tr>
<td>Introduction to Marketing</td>
<td>MKTG151</td>
</tr>
<tr>
<td>The World of Electronic Commerce</td>
<td>MSYS121</td>
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</table>

At least three of the following four compulsory field papers

### Year 2 120 points

- [ ]

### Year 3 120 points

<table>
<thead>
<tr>
<th>Course</th>
<th>Code</th>
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</thead>
<tbody>
<tr>
<td>TOMG390 OR MNGT496 OR TOMG496</td>
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</tbody>
</table>

### Modules

- Writing Competency
- Computer Competency
- Employment Skills

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

### Major requirements

Hospitality Management and Tourism Management are only available for those students who were previously enrolled in the BTour(THMgt) degree. No new enrolments in these majors are possible. If you have any questions, please contact the Management Student Centre (MSC).

Completing a major requires you to pass papers at particular levels. 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/subjects](http://www.management.ac.nz/subjects)

As part of your programme requirements, you must select at least one of the major subjects below, but you can choose two:
- Hospitality Management
- Tourism Management
For any subject listed on the previous page, the major requirements are associated with 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 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. For the BTour(THMgt) you can choose from Events Management, Management Education Abroad, a Language, or Māori, Pacific and Indigenous Tourism.

Practical experience
As part of your programme you can choose to take an internship paper and work for a world-famous company, such as Disney, Club Med or P&O Cruises.

All students majoring in Hospitality Management have placements at either the Novotel Tainui, Hamilton or the Kingsgate Hotel, Hamilton.

Learning goals and Assurance of Learning
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.

Assurance of Learning
Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your Assurance of Learning assessments are embedded as part of your compulsory papers.
BTour(T&Soc)

It is also possible to take a Bachelor of Tourism – Tourism and Society through the Faculty of Arts & Social Sciences (FASS). Students must choose a first major in Geography or Tourism Development. Please contact FASS for further information about this programme.

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 masters degrees or double majors 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.

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) in the first year of study
• Pass a Writing Competency Module (WCM) in your first semester of study (see note below)
• Take an Employment Skills Module (ESM)
• Complete any Assurance of Learning requirements
• Pass a minimum of 270 points, including at least 180 points above 100-level and 60 points above 200-level

Note: If you do not pass WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester, this may require additional points to be taken for your programme.
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Bachelor of Tourism (BTour(THMgt)) as part of a conjoint degree

Introduction to Tourism & Hospitality: TOMG101
Touring Places; Placing Tourism: TOST100
Introduction to Management: STMG191

At least three of the following four compulsory field papers
- Accounting for Management: ACCT101
- Business Economics & the NZ Economy: ECON100
- Introduction to Marketing: MKTG151
- The World of Electronic Commerce: MSYS121

TOMG390 OR MNGT496 OR TOMG496

Modules
- Writing Competency
- Computer Competency
- Employment Skills

Compulsory papers
Major papers
Elective papers
Modules

See subject information for specific paper requirements for your major/s. Programme advice from MSC staff can help ensure that you meet all the regulation requirements for your qualification.
Bachelor of Tourism with Honours

The BTour(Hons) degree (120 points) provides a first year of postgraduate study that follows on from the BTour(THMgt); 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 an MSC adviser about your alternatives.

Entry requirements

You will be eligible to apply for the BTour(Hons) if you have been awarded the BTour degree, or equivalent, and achieved a B average.

International students, if applicable, are required to meet the English language requirements. For more information visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/international)

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
- Complete any Assurance of Learning requirements.

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

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

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.
Learning goals and Assurance of Learning

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the degree.
• You can make decisions, find solutions and develop applications within the area of the degree, informed by disciplinary knowledge and sustainability concepts.
• You can effectively communicate arguments, findings and ideas informed by research within the area of the degree.

Assurance of Learning

Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work that has already been completed and assessed that you believe best represents your achievement of the learning goals for 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.
Certificate

Targeted to meet particular education needs, certificates are a short-term commitment that can help pave your way to future career success. A certificate is equivalent to the first year of study for a bachelors degree.

At Waikato Management School you can choose from:
• Management (Cert(Mgt))
• Communication Studies (Cert(CS))

Entry requirements

You will be eligible to apply for the Certificate if you have University Entrance, or its equivalent. All other applications will be considered on a case-by-case basis. The University’s Admission Statute provides detailed information regarding admission for all students.

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

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

If you do not have a strong background in literacy, then you should seriously consider including MCOM104 Written Communication for Management to help prepare you before attempting STMG191 or MCOM133.

Planner

Certificate in Management (Cert(Mgt))

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

Specialisation/compulsory papers

Elective papers

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))

- 100 level
- 100 level
- 100 level
- 100 level
- 100 level
- 100 level
- 100 level

Specialisation/compulsory papers

Elective papers

Select from BCS compulsory papers.
Requirements

The requirements below make mention of fields; these are general areas of academic study. For example, the field of Management includes all of Waikato Management School’s subjects like Economics or Leadership Communication.

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. 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 your programme will meet the requirements of the degree you are considering.

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
• 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 Leadership Communication, Marketing and/or Public Relations
• Pass at least 75 points from the 100-level compulsory papers for the Bachelor of Communication Studies (BCS).
Diploma

Targeted to meet particular education needs, diplomas are a short-term commitment that can help pave your way to future career success. A diploma is equivalent to the second year of a bachelors degree.

At Waikato Management School you can choose from:
- Management (Dip(Mgt))
- Communication Studies (Dip(CS))

Entry requirements

You will be eligible to apply for the Diploma if you have University Entrance, or its equivalent and a relevant Certificate, or evidence of training, experience and ability that makes you suitable for undergraduate study at the diploma level.

International students are required to have 13 years of school study, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

If you do not have a strong background in literacy, then you should seriously consider including MCOM104 Written Communication for Management to help prepare you before attempting STMG191 or MCOM133.

Planner

Diploma in Management (Dip(Mgt))

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

Specialisation/ compulsory papers

- Writing Competency
- Computer Competency

Elective papers

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))

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

Specialisation/ compulsory papers

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.

Elective papers

Requirements

The requirements below make mention of fields, these are general areas of academic study. For example, the field of Communication Studies includes Leadership Communication, Marketing and Public Relations – all the major subjects for the Bachelor of Communication Studies.

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

*Note: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management in your second semester. 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 above 100-level
- Include MSYS111, MSYS121, and MSYS219
- Choose your remaining papers from the prescribed papers for one Bachelor of Electronic Commerce (BECom) major subject area.

*Note: The list of prescribed papers can be found by looking under the subject areas offered for the BECom (see the BECom section for details). Find the item ‘Qualifications and Specific Subject Requirements’; then locate the BECom requirements for that subject.*

For the Financial Analysis specialisation you must:
- Pass at least 80 points above 100-level from the subjects Accounting, Economics and/or Finance
- Include ACCT101, ECON100, ECON200 and FINA201 (see note below).

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

For the Management Studies specialisation you must:
- Pass at least 80 points above 100-level
- Choose from: ECON200, FINA201, HRMG241, MCOM200, MNGT221, STMG391 (see note below).

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

**Diploma in Communication Studies**

To complete the Diploma in Communication Studies (Dip(CS)) 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 Leadership Communication, Marketing and/or Public Relations
- Take at least 40 points above 100-level in one subject area
- Take MCOM102, MCOM133 and MCOM220 (see note below).

*Note: If you have completed these compulsory papers in a prior qualification, then you may substitute them with papers from Leadership Communication, Marketing and/or Public Relations.*
**Graduate Certificate**

The Graduate Certificate is a short, specialised qualification (equivalent of one academic semester) and can provide a pathway to future study.

**Entry requirements**

You will be eligible to apply for the Graduate Certificate if you have a bachelors degree or significant work experience (normally three years).

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit [www.waikato.ac.nz/international](http://www.waikato.ac.nz/international)

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 you will need to complete more than the minimum points required.

**Planner**

**Graduate Certificate (GradCert)**

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

*From one subject area.

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

**Programme requirements**

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

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

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
- Complete any specific subject paper requirements listed under the qualification in the subject section
- Meet any paper prerequisites unless a waiver is obtained.

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

The Graduate Diploma is a short, specialised qualification (equivalent of two academic semesters) and can provide a pathway to future study.

Entry requirements

You will be eligible to apply for the Graduate Diploma if you have a bachelors degree or significant work experience (normally three years).

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

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 you will need to complete more than the minimum points required.

Planner

Graduate Diploma (GradDip)

<table>
<thead>
<tr>
<th>300 level or above*</th>
<th>300 level or above*</th>
<th>300 level or above*</th>
<th>300 level or above*</th>
<th>200 level or above**</th>
<th>200 level or above**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Writing Competency</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*From one subject area.

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

Programme 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
- Leadership Communication
- Management and Sustainability
- 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) in your first semester of study (see note below)
- Meet any paper prerequisites unless a waiver is obtained.

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

Note: If you do not pass the WCM in your first semester of study, then you will be required to take MCOM104 Written Communication for Management (or equivalent) in your second semester. This may require additional points to be taken for your programme.
Postgraduate Certificate

A Postgraduate Certificate is a short, specialised qualification (equivalent of one academic semester) and is targeted to meet particular educational needs.

Entry requirements

You will be eligible to apply for the Postgraduate Certificate in a specialist subject listed for the programme if you have a bachelors degree with a B grade average in the subject you intend to take for this qualification.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

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 you will need to complete more than the minimum points required.

Planner

Postgraduate Certificate (PGCert)†

<table>
<thead>
<tr>
<th>500 level*</th>
<th>500 level*</th>
<th>Required papers</th>
</tr>
</thead>
</table>

*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.

Programme 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
- Leadership Communication
- Management and Sustainability
- 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
- Complete any specific subject paper requirements listed under the qualification in the subject section
- Meet any paper prerequisites unless a waiver is obtained.

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

Note: 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.
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 you get the best pathway option to meet your future plans, talk to an MSC adviser about your alternatives.

Entry requirements

You will be eligible to apply for the Postgraduate Diploma in a specialist subject listed for the programme if you have a bachelors degree with a B grade average in the subject you intend to take for this qualification.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

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 you will need to complete more than the minimum points required.

Planner

Postgraduate Diploma (PGDip)†

<table>
<thead>
<tr>
<th>500 level*</th>
<th>500 level*</th>
<th>500 level*</th>
<th>500 level</th>
<th>Required papers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Elective papers</td>
</tr>
</tbody>
</table>

*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

Programme requirements

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

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

And:

- Pass 120 points at 500-level
- Gain at least 90 points from one subject area
- Complete any specific subject paper requirements listed under the qualification in the subject section
- Complete any Assurance of Learning requirements.

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

Note: If you fail a paper or papers (worth not more than 30 points in total), then 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.
**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.

**Learning goals and Assurance of Learning**

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 can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the diploma/programme.
- You can make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.
- You can effectively communicate arguments, findings and ideas informed by research within the area of the diploma/programme.

**Assurance of Learning**

Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work already completed and assessed that you believe best represents your achievement of the learning goals for 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 Business and Management

This specially designed 12-month taught qualification is for graduates who want to successfully enter today’s fast-changing international corporate environment.

The Master of Business and Management (MBM) has been designed for participants who have an undergraduate qualification (in any area) who now wish to prepare for a career in management.

The MBM is designed to ensure your learning experience is challenging and rewarding. Significant emphasis is placed on reflective learning, creative problem-solving, and leadership in an international context. You will also apply your new-found knowledge in a practical way, working at a local business in consultation with its management and staff, or undertaking an internship in preparation for employment as part of your Major Research Project (MRP). You will also have the opportunity to work with a group to develop an entrepreneurial business and pitch your idea to a panel of judges as part of the ‘Dragon’s Den’.

Entry requirements

You will be eligible to apply for the MBM if you have a bachelors degree in any subject area.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

Admission to this 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. You will be required to complete the Pre-MBM Toolkit online prior to the beginning of the programme.

Planner

Master of Business and Management (MBM)

<table>
<thead>
<tr>
<th>Writing Competency Module</th>
<th>Business and Environmental Sustainability</th>
<th>Organisational Culture and Communication</th>
<th>Personnel and Human Resource Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>MNCT060</td>
<td>EXPMS04</td>
<td>EXPMS02</td>
<td>EXPMS05</td>
</tr>
<tr>
<td>EXPMS03</td>
<td>EXPMS14</td>
<td>EXPMS06</td>
<td>EXPMS07</td>
</tr>
<tr>
<td>Marketing Strategically</td>
<td>International Business Culture and Markets</td>
<td>Commercial Law &amp; Corporate Governance</td>
<td>Finance and Financial Markets</td>
</tr>
<tr>
<td>EXPMS10</td>
<td>EXPMS11</td>
<td>EXPMS12</td>
<td>EXPMS08</td>
</tr>
<tr>
<td>Entrepreneurship and Innovation</td>
<td>Sustaining Authentic Leadership</td>
<td>Research Project</td>
<td>Action Learning Project</td>
</tr>
<tr>
<td>EXPMS13</td>
<td>EXPMS01</td>
<td>EXPMS09</td>
<td>EXPMS15</td>
</tr>
</tbody>
</table>

Compulsory papers

Compulsory modules

Programme requirements

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

- Pass 180 points at 500-level as prescribed in the planner
- Complete any Assurance of Learning requirements

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

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

**Learning goals and Assurance of Learning**

MBM graduates will develop the following key learning skills:

- An ability to learn through undertaking research, analysing issues, questioning ideas and findings, and reflecting on learning achieved
- Well-developed communication and collaborative skills, including an ability to work in and lead teams
- Creative problem-solving skills, including the ability to observe, diagnose, think critically and apply a systems or holistic approach to a problem
- A comprehensive understanding of the business environment
- 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
- An understanding of the importance of, and role of, business leaders in achieving sustainable success
- An ability to lead teams and manage change
- An ability to develop a proposal, plan and undertake applied business research.

**Assurance of Learning**

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Some assessments are embedded as part of compulsory papers and may have marks; while some are required to complete a programme. You will complete an MBM test as part of these requirements.
Master of Electronic Commerce

Set yourself up for where the world of electronic commerce is going with specialised postgraduate study in this cutting-edge field.

With this degree, you will gain an in-depth understanding of the latest literature and research in electronic commerce and learn how it impacts on different areas of management practice.

The MECom is now offered in two streams; research or professional. An online version of the MECom professional is also available – so you don’t need to attend any lectures in person. All interactions will take place online, and you can study full-time over 12 months, or part-time over two years.

Research stream – aimed at students who want to go on to further academic study, such as a PhD, and a possible future academic career.

Professional stream – aimed at students who want to acquire practical knowledge about electronic commerce and prepare for a career in business. A professional, industry-based internship (MYSS19) is available as part of this stream.

Entry requirements

You will be eligible to apply for the MECom if you have:

- Completed a BECom, or equivalent, or
- Completed graduate study in either an honours degree, or postgraduate diploma in a relevant subject area (at least 120 points), and
- Achieved at least a B- grade average for the professional stream or a B grade average for the research stream
- In some circumstances, based on academic merit and relevant experience, you may be considered for admission; though may also be required to complete qualifying papers either prior to being admitted or concurrently.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

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 you will need to complete more than the minimum points required for any given programme.

Planner

Master of Electronic Commerce (MECom)†

<table>
<thead>
<tr>
<th>Professional</th>
<th>Required papers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contemporary Issues in E-Business</td>
<td>500 level*</td>
</tr>
<tr>
<td>Research Methods &amp; Project Management</td>
<td>500 level*</td>
</tr>
<tr>
<td>Professional Field Internship</td>
<td>MYSS19</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Research</th>
<th>Elective papers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contemporary Issues in E-Business</td>
<td>500 level*</td>
</tr>
<tr>
<td>Research Methods in Management Studies</td>
<td>500 level*</td>
</tr>
<tr>
<td>Management Systems Dissertation</td>
<td>500 level*</td>
</tr>
</tbody>
</table>

*Speciality topic papers
†If 15-point papers are selected as part of this programme then extra papers will be required to complete the degree
Programme requirements
The completion requirements for this degree depend on your admission criteria. If your admission was based on 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.

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
• Complete any Assurance of Learning requirements.

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
• Complete any Assurance of Learning requirements.

If your admission was based on 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
• Complete any Assurance of Learning requirements.

For the Research stream:
• Include MSYS558, MNGT501 and MSYS591

For the Professional stream:
• Include MSYS558, MSYS519 and MSYS552

Note: 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.

Elective papers for this qualification are listed under the subject Electronic Commerce.

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.
Learning goals and Assurance of Learning
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 programme.
• You can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the programme.
• You can make decisions, find solutions and develop applications within the area of the diploma/programme, informed by disciplinary knowledge and sustainability concepts.
• You can effectively communicate arguments, findings and ideas informed by research within the area of the programme.
• You 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 can apply an appropriate research method to an investigation of a topic in a rigorous manner.

Assurance of Learning
Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work already completed and assessed that you believe best represents your achievement of the learning goals for 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.
Master of Management Studies

The Master of Management Studies (MMS) provides specialised postgraduate study in a range of business 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.

Entry requirements

You will be eligible to apply for the MMS if you have:
• Completed a Waikato Management School bachelors degree, or equivalent, or
• Completed graduate study in either an honours degree, or postgraduate diploma in a relevant subject area (at least 120 points), and
• Achieved at least a B grade average in the subject you intend to take for this qualification.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

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 you will need to complete more than the minimum points required for any given programme.

Planner

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>
<th>Required papers</th>
<th>Elective papers</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 requirements

The completion requirements for this degree depend on 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
• Leadership Communication
• Management Systems
• Marketing
• Public Relations
• Social Enterprise
• Strategic Management
• Tourism Management

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

If your admission was based on having a WMS bachelors degree, or equivalent, 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
• Complete any Assurance of Learning requirements
• Take no more than 60 points in subjects not listed above.

If your admission was based on 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
• Complete any Assurance of Learning requirements
• Take no more than 30 points in subjects not listed above.

Note: 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.

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.

Learning goals and Assurance of Learning
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 programme.
• You can apply skills and knowledge to find, interpret, critique and evaluate research, commentary and policy relating to the area of the programme.
• You can make decisions, find solutions and develop applications within the area of the programme, informed by disciplinary knowledge and sustainability concepts.
• You can effectively communicate arguments, findings and ideas informed by research within the area of the programme.
• You 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 can apply an appropriate research method to an investigation of a topic in a rigorous manner.

Assurance of Learning
Assessments have been designed to measure how well learning 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. Your Portfolio is submitted online via your MyWeb page and will contain work already completed and assessed that you believe best represents your achievement of the learning goals for 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.
Master of Professional Accounting

Are you ready to become a chartered accountant?

The Master of Professional Accounting (MPAcct) is a full-time, 14-month programme that has been specifically designed for students who have not studied accounting before at undergraduate level.

Completing the MPAcct will prepare you for a professional career in accounting and ensure you meet the academic requirements to obtain provisional membership with Chartered Accountants Australia and New Zealand (CA ANZ), CPA Australia and ACCA.

The programme starts in early January (S Semester), and is divided into three stages: Core Knowledge and Skills, Advanced Professional Knowledge, and Professional Development Capstone.

Entry requirements

You will be eligible to apply for the MPAcct if you have a bachelors degree in any subject area and achieved at least a B- grade average in papers for your final year of enrolment.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

Planner

Master of Professional Accounting (MPAcct)

<table>
<thead>
<tr>
<th>Stg 1: Core Knowledge and Skills (120 points)</th>
<th>Stg 2: Advanced Professional Knowledge (60 points)</th>
<th>Stg 3: Professional Development Capstone (40 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundamental Accounting for Decision-Making</td>
<td>Organisational Behaviour</td>
<td>Advanced Auditing</td>
</tr>
<tr>
<td>ACCT570</td>
<td>MNGT504</td>
<td>ACCT572</td>
</tr>
<tr>
<td>ACCT571</td>
<td>ACCT576</td>
<td>ACCT574</td>
</tr>
<tr>
<td>Economics for Business</td>
<td>Financial Management</td>
<td>Advanced Management Accounting</td>
</tr>
<tr>
<td>ECON506</td>
<td>ACCT577</td>
<td>ACCT573</td>
</tr>
<tr>
<td>Quantitative Skills for Finance and Economics</td>
<td>Accounting Information Systems</td>
<td>Advanced Taxation</td>
</tr>
<tr>
<td>ECON507</td>
<td>ACCT578</td>
<td>ACCT575</td>
</tr>
<tr>
<td>Professional Development Capstone</td>
<td>Research Project</td>
<td>Professional Internship</td>
</tr>
<tr>
<td>ACCT581</td>
<td>ACCT582*</td>
<td>ACCT583*</td>
</tr>
</tbody>
</table>

*Choose one of these two papers

Programme requirements

To complete the MPAcct you must:
• Pass 220 points at 500-level as prescribed in the planner
• Complete any Assurance of Learning requirements

Note: 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.
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.

Learning goals and Assurance of Learning
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 can 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.

Assurance of Learning
Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning.
Near the completion of the MPAcct you will required to submit a Portfolio of Achievement. Your Portfolio is submitted online via your MyWeb page and will contain work already completed and assessed that you believe best represents your achievement of the learning goals for 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.
Master of Professional Management

A specialist masters qualification to enhance your future professional career opportunities.

The Master of Professional Management (MPM) is a one-year, full-time masters degree designed to prepare you for an advanced professional role in today’s globally competitive market. It has a strong practical focus and will enhance your career opportunities by providing expertise in a new professional field, or expanding your management knowledge.

Entry requirements

You will be eligible to apply for the MPM if you have:

• Completed a Waikato Management School bachelors degree, or equivalent commerce, management or business degree from another university, or a bachelors degree in a relevant specialist area (for example, agribusiness, finance or communication), and
• Completed graduate study in either an honours degree or postgraduate diploma in a relevant subject area (at least 120 points), and
• Achieved at least a B- grade average in papers for your final year of enrolment, or for your graduate study.

International students must have an equivalent qualification from a recognised university, and if applicable, meet the English language requirements. For more information visit www.waikato.ac.nz/international

Planner

Master of Professional Management – Agribusiness (MPM(Agri))

<table>
<thead>
<tr>
<th>Stage 1 (60 points)</th>
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</thead>
<tbody>
<tr>
<td>Farm Processes &amp; Management for Agribusiness AGRIS04†</td>
</tr>
<tr>
<td>Finance &amp; Investment Analysis for Agribusiness AGRIS05†</td>
</tr>
<tr>
<td>Agribusiness Value Chain Innovation &amp; Strategy AGRIS07†</td>
</tr>
<tr>
<td>Economics for Business ECONS06†</td>
</tr>
<tr>
<td>International Agribusiness AGRIS01</td>
</tr>
<tr>
<td>Management, Governance &amp; Leadership in Agribusiness AGRIS06</td>
</tr>
<tr>
<td>Food Systems Trade &amp; Policy AGRIS08</td>
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<tr>
<td>Agricultural Systems, Risk &amp; Resilience AGRIS09</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Stage 2 (75 points)</th>
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</thead>
<tbody>
<tr>
<td>Applied Agribusiness Research Project AGRIS10</td>
</tr>
<tr>
<td>Internship and Action Research MNGT597</td>
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</tbody>
</table>

†If an A- grade has been achieved as part of previous study, then alternative subject papers can be selected.

Master of Professional Management – Finance (MPM(Fin))

<table>
<thead>
<tr>
<th>Stage 1 (60 points)</th>
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<tbody>
<tr>
<td>Computer Modelling for Financial Analysis FINAS01†</td>
</tr>
<tr>
<td>Financial Theory &amp; Corporate Policy FINAS10†</td>
</tr>
<tr>
<td>Investment, Portfolios &amp; Financial Markets FINAS17†</td>
</tr>
<tr>
<td>Quantitative Skills for Finance &amp; Economics ECONS07†</td>
</tr>
<tr>
<td>Derivative Securities One FINAS02</td>
</tr>
<tr>
<td>Issues in Corporate Finance FINAS03</td>
</tr>
<tr>
<td>International Corporate Finance FINAS04</td>
</tr>
<tr>
<td>Corporate Restructuring &amp; Governance FINAS07</td>
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<tr>
<td>Derivatives Two FINAS19</td>
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<table>
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<tr>
<th>Stage 2 (75 points)</th>
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<tbody>
<tr>
<td>Applied Research Project in Finance FINAS05</td>
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<tr>
<td>Advanced Financial Modelling FINAS15</td>
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†If an A- grade has been achieved as part of previous study, then alternative subject papers can be selected.
### Master of Professional Management – International Hospitality Management (MPM(IntlHptMgt))

<table>
<thead>
<tr>
<th>Course</th>
<th>Stage 1 (60 points)</th>
<th>Stage 2 (75 points)</th>
<th>Stage 3 (45 points)</th>
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</thead>
<tbody>
<tr>
<td>Tourism &amp; Hospitality Management Control &amp; Decision-Making TOMG514†</td>
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<tr>
<td>Entrepreneurship in Tourism &amp; Hospitality TOMG515†</td>
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<tr>
<td>Event Management Strategies TOMG516†</td>
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<tr>
<td>Global Tourism Futures TOMG517†</td>
<td>Stage 1 (60 points)</td>
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<tr>
<td>Hotel &amp; Resort Management TOMG503</td>
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<tr>
<td>Tourism &amp; Hospitality Human Capital Management TOMG518</td>
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<tr>
<td>Tourist Behaviour &amp; Markets TOMG519</td>
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<tr>
<td>Hospitality Operations &amp; Service Management TOMG520</td>
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<tr>
<td>Internship TOMG521*</td>
<td>Stage 1 (60 points)</td>
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<tr>
<td>Hospitality Action Research TOMG522*</td>
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<tr>
<td>Hospitality Research Investigation TOMG523*</td>
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</tbody>
</table>

†If an A- grade has been achieved as part of previous study, then alternative subject papers can be selected.

*Choose either TOMG523 or TOMG521 and TOMG522.

### Master of Professional Management – International Management (MPM(IntlMgt))

<table>
<thead>
<tr>
<th>Course</th>
<th>Stage 1 (60 points)</th>
<th>Stage 2 (75 points)</th>
<th>Stage 3 (45 points)</th>
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<tbody>
<tr>
<td>E-Global Business: Strategic Management and Marketing INMG501†</td>
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<tr>
<td>International Business Environment INMG521†</td>
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<tr>
<td>Doing Business in the Emerging Markets of Asia-Pacific INMG522†</td>
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<tr>
<td>International Business Management INMG523</td>
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<tr>
<td>Managing International Alliances and Networks INMG524</td>
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<tr>
<td>Global Mind Set and Cross-cultural Management INMG525</td>
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<tr>
<td>International Business Strategy INMG588</td>
<td>Stage 1 (60 points)</td>
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<tr>
<td>Applied International Management Research Project INMG526*</td>
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<tr>
<td>Internship INMG527*</td>
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<tr>
<td>Action Research INMG528*</td>
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</table>

†If an A- grade has been achieved as part of previous study, then alternative subject papers can be selected.

*Choose either INMG526 or INMG527 and INMG528

### Master of Professional Management – Public Relations (MPM(PR))

<table>
<thead>
<tr>
<th>Course</th>
<th>Stage 1 (60 points)</th>
<th>Stage 2 (75 points)</th>
<th>Stage 3 (45 points)</th>
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<tbody>
<tr>
<td>Applied Communication Analysis MCOM512†</td>
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<tr>
<td>Professional and Public Relations Writing MCOM513†</td>
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<tr>
<td>Public Relations Cases MCOM532†</td>
<td>Stage 1 (60 points)</td>
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<tr>
<td>Reputation Management MCOM506*</td>
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<tr>
<td>Communication for Investor Relations MCOM508*</td>
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<tr>
<td>Sustainable Futures MCOM584</td>
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<tr>
<td>Public Relations: Context &amp; Applications MCOM585</td>
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<tr>
<td>Internship and Action Research for Public Relations MCOM517**</td>
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<tr>
<td>Public Relations Best Practice – an Investigation MCOM518**</td>
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<tr>
<td>Applied Research in Public Relations MCOM519</td>
<td>Stage 3 (45 points)</td>
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<td></td>
</tr>
</tbody>
</table>

†If an A- grade has been achieved as part of previous study, then alternative subject papers can be selected.

*Choose either MCOM506 or MCOM508

**Choose either MCOM517 or MCOM518.
Programme requirements

The MPM programme is a full-time, one-year masters programme that starts in November (T Semester); see note below. The completion requirements for this degree depend on 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/subjects](http://www.management.ac.nz/subjects)

If your admission was based on having a WMS bachelors degree, or its equivalent, then to complete the MPM degree you must:
- Pass at least 180 points at 500-level in papers prescribed for the field
- Complete any Assurance of Learning requirements

If your admission was based on 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 2 and Stage 3 for the field
- Complete any Assurance of Learning requirements

**Note:** 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.

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

Learning goals and Assurance of Learning

We expect the following outcomes for MPM graduates:

- You will have the specific skills and competencies expected of professionals in their field.
- You can 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.

**Assurance of Learning**

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning.

Near the completion of the MPM, you will be required to submit a Portfolio of Achievement. Your Portfolio is submitted via your MyWeb page and will contain work already completed and assessed that you believe best represents your achievement of the learning goals for 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 Business Administration

The Master of Business Administration (MBA) is the most recognised management qualification in the world.

The Waikato MBA is internationally accredited by the Association of MBAs (AMBA) and is renowned for connecting, transforming and learning. Waikato Management School has Triple Crown accreditation from AMBA, EQUIS and AACSB, placing us in the top 1% of around 14,000 business schools worldwide.

The MBA connects students to people who matter through alumni, teaching staff and guest speakers. It enables managers to transform into leaders; to become generalists rather than specialists; to move from functional to strategic; and to engage with global concepts not just local. In terms of learning the focus is on building leadership as well as management capabilities; and on action learning. This approach ensures direct applicability to the workplace, so both the organisation and the student benefit from studies.

Teaching faculty are both practitioners and academics, so they bring practice-relevant information to their classes. Classes are interactive and there is the opportunity to share your knowledge and learn from others’ experiences.

The Waikato MBA 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 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. It is delivered as a residential curriculum within a supportive kaupapa Māori environment.

Based on global studies, the investment in the MBA is paid back within 3.5 years, on average, through career progression and salary increases. Our students range from 28 to 60 years of age.

Entry requirements

You will be eligible to apply for the MBA if you have:

- Completed a bachelors degree (see note below), or
- Adequate training, experience and ability to proceed with the MBA, or
- Completed a BMS(Hons) with at least Second Class Honours (first division), or equivalent, or
- Completed our Postgraduate Diploma in Management Studies with a B+ average, and
- At least three years’ relevant work experience in a managerial or related role.

If your qualifications are from a tertiary institution outside New Zealand, the University will evaluate your qualification’s standing within New Zealand.

Details of procedures and supporting information must be provided as part of your application for admission. This can be obtained from the Centre for Corporate & Executive Education; email execed@waikato.ac.nz or visit www.management.ac.nz/execed

Note: To progress to Part Two of the MBA you will be required to have at least a B+ average in Part One of the programme; see programme requirements for further information.
# Planner

**Master of Business Administration (MBA)**

<table>
<thead>
<tr>
<th>Part 1</th>
<th>Part 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managerial Economics and the Global Business Environment EXED503</td>
<td>Leadership and Transformation of Individuals &amp; Organisations EXED512</td>
</tr>
<tr>
<td>Practice of Strategy EXED502</td>
<td>Strategic Value Creation EXED518</td>
</tr>
<tr>
<td>Organisational Behaviour EXED504</td>
<td>Strategic Corporate Finance EXED517</td>
</tr>
<tr>
<td>Marketing Practice EXED508</td>
<td>Business Research Methods EXED514</td>
</tr>
<tr>
<td>High Performance Teams EXED501</td>
<td>Major Research Project EXED513</td>
</tr>
<tr>
<td>Financial Markets and Investment Decision-Making EXED510</td>
<td>Global Business EXED516*</td>
</tr>
<tr>
<td>Financial and Managerial Accounting EXED509</td>
<td>International Indigenous Business EXED519*</td>
</tr>
<tr>
<td>Logistics and Operations Management EXED507</td>
<td>Sustainability, Ethics and Governance EXED515*</td>
</tr>
<tr>
<td>Commercial and Employment Law EXED506</td>
<td>Governance, Sustainability &amp; Indigenous Business EXED520*</td>
</tr>
<tr>
<td>Integrative Case Study EXED511</td>
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</tbody>
</table>

*Choose either EXED516 or EXED519, and either EXED515 or EXED520

## Programme requirements

The completion requirements for this degree depend on your admission criteria. If your admission was based on having a bachelor’s 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
- Complete any Assurance of Learning requirements.

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

If your admission was based on 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
- Complete any Assurance of Learning requirements.

**Note:** 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.
Learning goals and Assurance of Learning

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

Assurance of Learning

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your Assurance of Learning assessments are embedded as part of your compulsory papers.

Distinction

If you achieve at least an A grade point average for your papers, you may be awarded the MBA with Distinction.
Postgraduate Diploma in Management Studies

Waikato’s Postgraduate Diploma in Management Studies (PGDip(MgtSt)) is a prestigious qualification renowned for its exceptional theoretical and practical qualities. The programme moves you out of your comfort zone to a place of transformation and growth. The leadership development component enables you to develop a deeper understanding of yourself and your followers.

The PGDip(MgtSt) 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 programme offers the opportunity for middle managers, specialists (functional, technical or professional), business owners and entrepreneurs to build best practice management, expand their horizons, build leadership and management capabilities, and advance their career in management.

It is designed to build a comprehensive overview of the various skills and knowledge required for effective general management. The PGDip(MgtSt) is renowned for its exceptional blend of theoretical knowledge, with practical applications.

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, all of which can be immediately applied.

Classes are held on evenings or weekends – so you can study part-time and put new ideas into practice immediately in your own workplace or business.

The PGDip(MgtSt) can normally be used as credit towards the Master of Business Administration (MBA), if you meet the admission requirements.

Entry requirements

You will be eligible to apply for the PGDip(MgtSt) if you have:

• Completed a bachelors degree, or other 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.

If your qualifications are from a tertiary institution outside New Zealand, the University will evaluate your qualification’s standing within New Zealand.

Planner

Postgraduate Diploma in Management Studies (PGDip(MgtSt))

<table>
<thead>
<tr>
<th>Managerial Economics and the Global Business Environment</th>
<th>Practice of Strategy</th>
<th>Organisational Behaviour</th>
<th>Marketing Practice</th>
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<tbody>
<tr>
<td>EXED503</td>
<td>EXED502</td>
<td>EXED504</td>
<td>EXED508</td>
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<td>EXED505</td>
<td>EXED501</td>
<td>EXED510</td>
<td>EXED509</td>
</tr>
<tr>
<td>Logistics and Operations Management</td>
<td>Commercial and Employment Law</td>
<td>Integrative Case Study</td>
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</tr>
<tr>
<td>EXED507</td>
<td>EXED506</td>
<td>EXED511</td>
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</tbody>
</table>
Programme requirements
To complete the PGDip(MgtSt) you must pass 120 points at 500-level, as prescribed for the programme, and complete any 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.

Learning goals and Assurance of Learning
PGDip(MgtSt) graduates will develop the following key learning skills:
• The skills and competencies required to lead and perform in organisations, incorporating an understanding of self and social identity in interacting with teams and organisations in the context of organisational culture, power, politics, communication, conflict, negotiation, crisis and change management.
• Participants will develop dynamic management capability, constituting human resource skills, financial analysis and marketing skills, and the ability to analyse and develop strategy.
• An understanding of the importance of, and role of, business leaders in achieving sustainable values.
• A comprehensive understanding of people, culture, organisation and global business.

Assurance of Learning
Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Your Assurance of Learning assessments are embedded as part of your compulsory papers.

Other programmes
Postgraduate Certificate in Management
The Postgraduate Certificate in Management (PGCert(Mgt)) is normally only offered to corporate clients. It is a flexible programme that can be designed to meet individual client needs. For further information on this, or other Corporate & Executive Education qualifications, please contact:

Phone: +64 7 838 4198
Email: execed@waikato.ac.nz
Website: www.management.ac.nz/execed
Facebook: www.facebook.com/CEEUoW
Doctor of Philosophy

Two postgraduate research degrees are offered within 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 web pages.

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 & Learning, the School's Director of the Doctoral Programme, Department Chairpersons, and Department PhD Convenors or Graduate Convenors.

The School has a PhD Network that organises regular workshops on a wide range of topics relevant for PhD students; on research design, research methods, writing and publications, as well as preparation for careers.

Some financial support is also available to our students. The University Scholarship Office provides detailed information on a number of different scholarships, see www.waikato.ac.nz/scholarships

You may 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 a teaching assistantship or 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 outcomes of the highest quality. Our annual Waikato Management School Student Research Conference is held on-site, contributing further to the all-important learning environment.

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 www.management.ac.nz/higherdegrees

Entry requirements

The University administers these two research degrees and sets minimum standards for entry.

You will find the specific regulations in the University of Waikato Calendar. Current practice and interpretations of the regulations can be found under Postgraduate Studies, available from www.waikato.ac.nz/sasd/postgraduate/eligible.shtml

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

Waikato Management School student support and advice
The School’s Director of the Doctoral Programme is responsible for administering the doctoral programme within Waikato Management School, and can provide support and advice for doctoral students, as well as potential doctoral students. The Director of the Doctoral Programme also works with supervisors and chairpersons on issues relating to the doctoral programme.

Administrative support for the School’s Director of the Doctoral Programme is provided by the WMS Research Manager, Amanda Sircombe.

Learning goals
Our PhD programme is designed to achieve the following learning outcomes:
• Independently conceive, design and carry out high-quality research in an area within the fields of management
• Undertake and complete a substantial piece of research that makes an original, publishable contribution to knowledge in an area within the fields of management
• Communicate research information, arguments, ideas, and analyses effectively both orally and in writing
• Present and engage in debate about the ideas and conclusions of the research within the international community of scholars.
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’s Graduate Convenor to enrol for a 500-level Directed Study, and Chairperson approval for any other level of 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 theses 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 you may be required to gain ethics approval before embarking on your research; your supervisor will be able to advise you accordingly.

You will need to regularly consult with your supervisor (at least once a month) concerning the progress of your research. Your supervisors will document these meetings to provide a record of the supervision process. At the first meeting, the dissertation/thesis framework, method and theoretical perspective are discussed. At subsequent meetings, written feedback is provided on your submitted work throughout the supervision period.
30-Point Dissertation (591)

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

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

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

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

60-Point Dissertations (592) and 90-Point and 120-Point Theses (593, 594)

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

These papers are sustained pieces of original scholarship; they must show a thorough knowledge of, engage critically with, and make an original contribution to, the literature of a discipline or field. Apart from the difference in the length, depth and scope of work, the requirements and formats for theses and 60-point dissertations are the same and the comments below apply equally.

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

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

- **Theoretical projects**: Concerned primarily with theoretical questions or problems and aim to make an original contribution to the conceptual base of the discipline/s within which they are located.

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

- **Empirical projects**: Probably the majority of management dissertations/theses are empirical. They are either based on the researcher’s observations of the business world or draw on largely quantitative information from publicly available databases. To qualify as ‘research’, these observations must be both systematic (ie methodologically rigorous and disciplined) and located in a recognised academic tradition.

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

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

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

Dissertations and theses become public documents once they have been marked, and may be submitted to a plagiarism detection tool.
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 International Management for the Strategic Management major; or it might be taken instead of a second major.

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 Waikato region is associated with agriculture.

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

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

and 20 points from the following list of electives:
- AGRI302 Agribusiness Project
- AGRI305/405 Strategic Management and Marketing for Agribusiness
- AGRI306/406 Financial Analysis for Agribusiness

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

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: This specialisation is also available for the BSpLS

Health Communication specialisation 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:
- MCOM238 Communication, Health and Well-being
And two of the following three papers:
• MCOM336/431 Negotiation and Persuasion
• MCOM340 Communicating Social Change
• SPLS311 Healthy Communities, Healthy Lifestyles

Management Education Abroad specialisation 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. For details visit www.management.ac.nz/studentexchange

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

You have the opportunity to choose from the following languages: Chinese, French, German, Japanese, Spanish and Te Reo Māori. For the Chinese, French, German, Japanese and Spanish specialisations, the department’s Chairperson has discretion over enrolment in the specialisation and must approve the papers to be taken for the specialisation. Depending on 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, and GERM301 German Language Studies 3.

Japanese language specialisation
You must include: JAPA231 Japanese 2: Part A, JAPA232 Japanese 2: Part B, and JAPA331 Japanese 3: Part A. 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, and SPAN310 Spanish Advanced Language.

Te Reo Māori specialisation
You must include: MAOR213 Te Reo Māori: Post Intermediate 1, MAOR214 Te Reo Māori: Post Intermediate 2, and 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.
Maori, Pacific and Indigenous Tourism specialisation for the BTour(THMgt)

Maori 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 to our responsibility for the preservation and promotion of our environment, sites, people and culture.

In a similar way, Pacific and Indigenous cultures are central to a significant proportion of tourism activity worldwide and an understanding of its positive and negative impacts.

If you wish to take a specialisation in Maori, 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 Maori, Pacific and Indigenous Development; and 20 points from the following list of electives: GEOG210 Regional Geography: Pacific Island Region, MPDV302 Sustainable Development in Maori, Pacific and Indigenous Contexts, TOST300 The Social Construction of Tourism and Tourists, TOMG403 Managing Tourism Experiences in the Pacific Rim.

Specialisations for subjects

You may also choose to take a specialisation in International Management for the Strategic Management major, subject to internal approval. Look under the specific subject, 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 available for practicing financial planners and advisers. For further information on this specialisation please contact the Chairperson of Finance.
Accounting

Why choose Accounting?

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

Accounting is often called a common language of business because it underpins almost all business and organisational activities. An understanding of the role of accounting in organisations is important for all managers, regardless of their area of specialisation.

Financial accountants process and communicate financial information; 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.

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, Economics, Law, or Strategic Management.

Career opportunities

- Auditor
- Company accountant
- Financial accountant
- Financial controller
- Management accountant
- Taxation adviser

Potential employers

- Corporates
- Government departments
- Local bodies
- Manufacturers
- Public practice
- State-owned enterprises

Contacts for Accounting

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Email: mlow@waikato.ac.nz

AProf Martin Kelly – Graduate Convenor
Location: MSB.3.36
Phone: +64 7 838 4466 extn 9267
Email: kelly@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 Accounting are that you must include:
- ACCT202 Intermediate Financial Accounting
- ACCT231 Management Accounting: Accounting for Organisational Control (see note on next page)

And choose at least one paper from:
- ACCT301 Accounting Theory or ACCT401 Advanced Accounting Theory
- ACCT302 Financial Accounting
- ACCT331/431 Management Accounting
- ACCT341 Auditing
- ACCT351 Taxation
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 ‘Available Papers’ link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

**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, which 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 Accounting are that you must include:

- ACCT202 Intermediate Financial Accounting
- ACCT231 Management Accounting: Accounting for Organisational Control (see notes below)

And choose at least one paper from:

- ACCT301 Accounting Theory or ACCT401 Advanced Accounting Theory
- ACCT302 Financial Accounting
- ACCT331 Management Accounting/ACCT431 Management Accounting
- ACCT341 Auditing
- ACCT351 Taxation

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 ‘Available Papers’ link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

**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. To meet the Assurance of Learning requirements for this programme, you must include an X type occurrence from either ACCT313, ECON309 or FINA306, 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 on 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 ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

Note: If ACCT313 is the earliest enrolment of either ACCT313, ECON309 or FINA306, then you must enrol in an X occurrence 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:
• ACCT591 Accounting Dissertation

Remaining papers can be chosen from those ticked for this qualification in the ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

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 ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

Note: 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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: 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 on 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: 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 on 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 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: 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 on your programme of study.
Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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: 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 on 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
• MNGT504 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 and
• ACCT582 Research Project or ACCT583 Professional Internship
Note: If you fail a paper or papers (no more than 30 points), then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.
Paper details

ACCT101 Accounting for Management 15 points
An introduction to accounting, examining the role of accounting in organisations and society, and the
construction and use of accounting information. A non-specialist approach involving management and
user perspectives on accounting information.
Restrictions ACCT209

ACCT102 Introductory Financial Accounting 15 points
An introductory computer-based accounting paper emphasising the preparation of accounting records.
This paper provides ample opportunity to learn the language of accounting through practical problems.
Restrictions ACCT209

ACCT202 Intermediate Financial Accounting 20 points
Preparation of general purpose financial reports, following New Zealand International Reporting
Standards, and interpretation thereof. Accounting for companies, partnerships and business combinations.
Prerequisites ACCT101 and 16 credits at Level 3 in NCEA Accounting, or ACCT101 and ACCT102,
or ACCT209, or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA
Accounting, or at the discretion of the Chairperson of Department

ACCT209 Accounting and Managerial Decision-making 20 points
An introduction to the areas of financial accounting and management accounting.
Restrictions ACCT101 and ACCT102

ACCT224 Legal Issues in Business and E-Commerce 20 points
This paper is intended to provide students with an appreciation of the legal issues arising from
electronic commerce. Students should develop the ability to identify the problems which they may
face in the area, thereby assisting them in arriving at a solution.
Restrictions MNGT221, ACCT321 and ACCT324

ACCT231 Management Accounting: Accounting for Organisational Control 20 points
A study of accounting information systems designed to ensure organisational success, and an
introduction to managerial accounting techniques, including behavioural aspects.
Prerequisites ACCT101 or NCEA Scholarship Accounting, or 20 credits at Level 3 in NCEA Accounting,
or ACCT209 (for non-BMS students)
Note: Students undertaking an Accounting major within the BMS degree can take this paper
in place of HRMG241 but will be unable to count it towards the Accounting major, and
therefore must select an additional Accounting paper for their major.

ACCT301 Accounting Theory 20 points
The development of accounting theory, the conceptual framework, unresolved issues, and a
consideration of the nature and scope of accounting.
Prerequisites ACCT202
Restrictions ACCT401
Note: This paper will be delivered to Tauranga via video-conference.

ACCT302 Financial Accounting 20 points
A study of the principles and practices of company accounting.
Prerequisites ACCT202
Note: Enrolment in S (TGA) is limited to 24 students. Preference will be given to Tauranga
students taking this paper for the first time, or requiring this paper to complete in S
or A semester, and then all other students. The B (TGA) offering will be delivered to
Tauranga via video-conference.
ACCT313 Accounting Information Technology and Systems 20 points
The design, acquisition, operation, management, and control of accounting information systems, with prime focus on computerised accounting information systems, accounting packages, spreadsheets and databases.
Prerequisites  ACCT202 or ACCT231
Restrictions  ACCT413

ACCT321 Commercial Law 20 points
A study of selected areas of the law regulating commercial and domestic consumer contracts. A review of statutory and common law developments in the general law of contract and agency, and an introduction to trust law.
Prerequisites  MNGT221
Restrictions  ACCT224 and ACCT324
Note:  This paper will be delivered to Tauranga via video-conference.

ACCT322 Law of Business Enterprises 20 points
A study of the law relevant to the establishment, activities and control of business enterprises. Also, an examination of current legal issues that impact on decision-making within business organisations.
Prerequisites  ACCT224 or MNGT221 or ACCT324
Restrictions  ACCT422

ACCT324 Legal Issues in Business and E-Commerce 20 points
This paper is intended to provide students with an appreciation of the legal issues arising from electronic commerce. Students should develop the ability to identify the problems which they may face in the area, thereby assisting them in arriving at a solution.
Restrictions  ACCT224, MNGT221 and ACCT321

ACCT331 Management Accounting 20 points
A study of concepts, techniques and practices relevant to the provision of accounting and related data for management planning, control and decision-making.
Prerequisites  ACCT231
Restrictions  ACCT431
Note:  This paper will be delivered to Tauranga via video-conference.

ACCT332 Financial Management 20 points
This paper develops understanding of important issues with regards to financial management and decision-making, and how crucial this area is with regards to the impact that financial decisions have on the creation of financial value of organisations.
Prerequisites  ACCT231

ACCT341 Auditing 20 points
A study of the theory and practice of auditing, including computer-based systems, and the nature, scope and purpose of financial audits.
Prerequisites  ACCT202
Note:  This paper will be delivered to Tauranga via video-conference.

ACCT351 Taxation 20 points
A study of the concepts, law and practice of the main direct, indirect and wealth taxes.
Prerequisites  ACCT202 or MNGT221 or ACCT224 or ACCT324
Note:  This paper will be delivered to Tauranga via video-conference.

ACCT390 Directed Study 20 points
Directed study topic will be in Legal Issues in Business and E-Commerce from an Accounting perspective.
ACCT399 Applied Project in Accounting 20 points
An applied research project investigating an accounting related issue in an organisational context.

Prerequisites Entry is at the discretion of the Chairperson of Department.

Restrictions ECON399 and FINA399

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

MSYS319 Industry Experience 2 20 points
Please refer to Management Systems

ACCT401 Advanced Accounting Theory 20 points
The development of accounting theory, the conceptual framework, unresolved issues, and a consideration of the nature and scope of accounting, including an in-depth analysis of a current issue.

Prerequisites ACCT202

Restrictions ACCT301

Note: This paper will be delivered to Tauranga via video-conference.

ACCT407 Accounting for Sustainability 20 points
A study of how business organisations might integrate sustainable development into their decision-making and performance evaluation. Emphasis is placed on understanding the wider environments in which the organisation exists.

Prerequisites 20 points at 300-level in Accounting, or at the discretion of the Chairperson of Department

ACCT412 Organisations and Society 20 points
This paper involves the study of change in organisations and society. It considers the accountability of organisations to their stakeholders. The role of education in developing good citizens is explored. Critical thinking is encouraged.

Prerequisites ACCT202 or ACCT231 or STMG391

Restrictions ACCT512

ACCT422 Law of Business Enterprises 20 points
A study of the law relevant to the establishment, activities and control of business enterprises, and an examination of current legal issues that have an impact on decision-making within business organisations.

Prerequisites ACCT224 or MNGT221 or ACCT324

Restrictions ACCT322

Note: This paper will be delivered to Tauranga via video-conference.

ACCT431 Management Accounting 20 points
A study of concepts, techniques and practices relevant to the provision of accounting and related data for management planning, control and decision-making. Students are required to examine developments in a management accounting topic in depth.

Prerequisites ACCT231

Restrictions ACCT331

Note: This paper will be delivered to Tauranga via video-conference.

ACCT451 Advanced Taxation 20 points
A study of the concepts, theories, law and practice of direct, indirect and wealth taxes, including international issues.

ACCT480 Accounting for SMEs: Understanding the Context 20 points
An introduction to SMEs, the sector that drives most economies, focusing on their needs for financial information, the business and regulatory infrastructures, and the culture in which they operate.

Restrictions ACCT580
ACCT490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ACCT495 Industry Experience 4 20 points
A period of 4–13 weeks’ internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.
Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Accounting.

ACCT499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.
Prerequisites All 100, 200 and 300-level BMS core compulsory papers, ACCT301, and at least 20 points at 300-level in Accounting.
Restrictions ACCT599

ACCT501 Advances in Accounting Theory and Research 30 points
The paper focuses on developments in accounting theory and practice, and on approaches to research in accounting. It aims to equip students with a foundation to undertake original research.
Prerequisites ACCT301 or ACCT401

ACCT502 Advanced Financial Reporting 30 points
This paper equips students with sufficient practical knowledge to appreciate some of the problems involved in preparing advanced financial statements. It will also enhance an understanding of the different issues facing accountants and preparation of general purpose financial reports, as well as enabling students to critically interpret financial statements.
Prerequisites ACCT301 or ACCT401 and ACCT302, or at the discretion of the Chairperson of Department

ACCT506 International Accounting 30 points
This paper explores and analyses accounting in a global and transnational context. Similarities and differences between accounting and its regulation in different national contexts, and attempts to harmonise the accounting practices of different countries are discussed. The paper also addresses issues relevant for an appreciation of accounting in developing countries and economies in transition, such as the economies of Eastern Europe and China.
Prerequisites ACCT301 or ACCT401

ACCT507 Accounting, Sustainability and a Changing Environment 30 points
A study of the potential role of accounting in the journey to a sustainable civilisation. A key theme in the paper is change, with a particular focus on how changes in thinking must inform changes in action.
Prerequisites ACCT301 or ACCT401, or at the discretion of the Chairperson of Department
Corequisites ECON507 Quantitative Skills for Finance and Economics

ACCT512 Organisations and Society 30 points
This paper encourages students to develop their integrative knowledge of managerial disciplines. It also encourages students to develop themselves and become more effective as citizens and managers in our fast-changing society.
ACCT531 Advanced Management Accounting 30 points
This paper aims to develop skills and critical ability in management accounting. It will broaden the knowledge of participants by examining the diverse perspectives and approaches evident in the subject of management accounting.
Prerequisites ACCT331 or ACCT431

ACCT541 Forensic Accounting 30 points
A focus on fraud and forensic auditing. Topics are examined in depth and selected on the basis of their controversial nature or their knowledge building potential. Analysis is facilitated by a case-based approach to learning. There is a computer element to this paper.
Prerequisites ACCT341 or equivalent, or audit experience, or at the discretion of the Chairperson of Department.

ACCT551 International Tax Strategies 30 points
This paper is both theoretical and interpretational. It will critically evaluate various international tax issues for New Zealand, with a focus on policies and consequences. By studying the ‘why’ and ‘what’ questions of taxation, students will be able to analyse taxation options, develop a better understanding of current concepts, trace some of the factors that have shaped international practices, and gain additional interpretative skills.
Note: Enrolment in this paper is limited to 25 students.

ACCT570 Fundamental Accounting for Decision-making 15 points
This paper emphasises learning the preparation of financial records, and also provides an understanding of the techniques and issues related to management accounting.

ACCT571 Financial Accounting 15 points
This paper covers the preparation of general purpose financial reports for partnership, companies and other business combinations. The paper addresses the use and interpretation of New Zealand International Reporting Standards in the preparation of financial reports.
Prerequisites ACCT570

ACCT572 Advanced Auditing 15 points
This paper examines the role of the financial audit, the profession, and market mechanisms. Included in this paper are discussions on audit practice, the audit process report, internal controls and systems, as they relate to professional standards and guidelines.
Prerequisites ACCT570

ACCT573 Advanced Management Accounting 15 points
This paper will provide an overview of some of the developments in the management accounting field. Emphasis throughout the paper will be placed on the importance of information to decision makers. Techniques of planning and control will be examined. The importance of feedback will be stressed, and the distinction between feedback and feed-forward control. Attention will be given to the problems of control, motivation and performance.
Prerequisites ACCT570

ACCT574 Advanced Financial Accounting 15 points
The paper is designed to facilitate students’ understanding of the issues involved in the principles, practices and regulations of accounting within the New Zealand environment.
Prerequisites ACCT571
ACCT575 Advanced Taxation 15 points
This paper provides an overview of the New Zealand Income Tax Act, Tax Administration Act, Goods and Service Tax Act, and Fringe Benefit Tax, and how they are relevant to individual and corporate taxpayers. Topics include the nature of income, taxation of common types of income, the deduction and prohibition of various types of expenses, tax accounting issues, provisional tax, rebates, the PAYE system and employee tax return, liability for disposal of property, and taxation principles applying to special entities such as trusts and partnerships.

Prerequisites  ACCT576

ACCT576 Commercial and Corporate Law 15 points
This paper introduces students to the New Zealand legal system and laws regulating specified business activities. The initial focus is given to the laws applying to business contracts. The paper also covers principles applying to companies.

ACCT577 Financial Management 15 points
This paper will cover the three key areas of financial management decisions relating to investment, financing and asset management.

Prerequisites  ACCT570

ACCT578 Accounting Information Systems 15 points
This paper addresses the design, acquisition, operation, and control of computerised information systems specific to the accounting field. The theories and learning in this paper are applied and reinforced through practical exercises using spreadsheets, relational databases, and accounting packages.

Prerequisites  ACCT571

ACCT580 Accounting for SMEs: Understanding the Context 30 points
This paper examines issues affecting SMEs, an under-researched and often misunderstood sector that drives most economies. It examines business environments, regulatory infrastructures, culture and needs that affect the accounting for SMEs.

Restrictions  ACCT480

ACCT581 Professional Development Capstone 20 points
The objective of this paper is to help students develop critical thinking and sound analytical skills about the past, present and future of accounting theory and practice. The paper covers key theoretical positions underlying the practice of accounting, as well as key factors affecting the development of the profession. The principles of the Treaty of Waitangi, ethics, CSR, globalisation and current issues will be examined, with a particular emphasis on both theoretical and practical issues.

Prerequisites  ACCT572, ACCT573, ACCT574 and ACCT575

ACCT582 Research Project 20 points
Students undertake a research project from an accounting workplace environment.

Prerequisites  ACCT572, ACCT573, ACCT574 and ACCT575

ACCT583 Professional Internship 20 points
Students undertake a professional internship within an accounting workplace environment.

Prerequisites  ACCT572, ACCT573, ACCT574 and ACCT575
ACCT590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

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

ACCT591 Accounting Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT592 Accounting Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT593 Accounting Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT594 Accounting Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

ACCT599 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Prerequisites All 100, 200 and 300-level BMS core compulsory papers, ACCT301, and at least 20 points at 300-level in Accounting.
Restrictions ACCT499

ECON506 Economics for Business 15 points
Please refer to Economics

ECON507 Quantitative Skills for Finance and Economics 15 points
Please refer to Economics

MNGT501 Research Methods in Management Studies 20 points
Please refer to Management

MNGT504 Organisational Behaviour 15 points
Please refer to Management
Agribusiness

Why choose Agribusiness?

Agribusiness is a critical component of New Zealand’s export economy and is also a significant part of our domestic economy. Agribusiness combines all facets of business operations that make up the agricultural sector, including farming, advising, distributing, processing, international marketing and sales.

In a small country like New Zealand, successful agribusiness relies on the ability to understand the operation of competitive global markets and the management of complex value chains.

In choosing Agribusiness, you will build knowledge and business skills across a wide range of management capabilities 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.

Career opportunities

- Agri-consultant
- Agri-food business adviser
- Agribusiness sector roles in: accounting, manufacturing, value chain, marketing, insurance and communications
- Agritechnology self-employed entrepreneur in agricultural business
- Government policy adviser
- Rural banking adviser/manager

Potential employers

- Agricultural business enterprises; banking and accounting
- Agricultural research organisations
- Agribusiness co-operatives
- Businesses engaging with the agribusiness sector
- Government ministries
- Self-employed entrepreneur
- Technology companies

Contacts for Agribusiness

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

Prof Jacqueline Rowarth
Location: MSB.3.37
Phone: +64 7 838 4466 extn 9265
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.

The specific requirements for Agribusiness are that you must include:

- AGR1201 New Zealand Agribusiness
- AGR1202 Sustainable Agriculture
- AGR1304/404 Advanced New Zealand Agribusiness
- AGR1306/406 Financial Analysis for Agribusiness

And choose 20 points from:

- AGR1390/490 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 use the ‘Paper Details’ link, or you can view all subjects’ paper details at [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, which 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 Agribusiness are that you must include:

- AGRI201 New Zealand Agribusiness
- AGRI202 Sustainable Agriculture
- AGRI501 International Agribusiness

And at least one of:

- AGRI304/404 Advanced New Zealand Agribusiness
- AGRI306/406 Financial Analysis for 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
- MSYS377 Supply Chain Management
- AGRI502 Agribusiness Case Studies
- ECON539 Environmental and Resource Economics
- ECON543 Applied Econometrics
- MKTG553 International Marketing
- 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.

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

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. You must also include:

- AGRI201 New Zealand Agribusiness
- AGRI202 Sustainable Agriculture
- AGRI304/AGRI404 Advanced New Zealand Agribusiness
- AGRI306/AGRI406 Financial Analysis for Agribusiness

And choose 20 points from:

- ACCT209 Accounting and Managerial Decision-making
- 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
- MKTG209 Principles of Marketing
- 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
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 Agribusiness are that you must include:
• AGRI201 New Zealand Agribusiness
• AGRI202 Sustainable Agriculture
• AGRI304/404 Advanced New Zealand Agribusiness
• AGRI306/406 Financial Analysis for Agribusiness

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

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

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 Applied Econometrics
• MNGT501 Research Methods in Management Studies
• MKTG553 International Marketing
• MSYS576 21st Century Logistics

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

Note: 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 on 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 Agribusiness are that you must meet with the Graduate Convenor to discuss an appropriate personal programme of study and include:
• AGRI501 International Agribusiness
• MKTG553 International Marketing
• MSYS576 21st Century Logistics

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails
And choose 30 points from:

- AGRIS02 Agribusiness Case Studies
- AGRIS90 Directed Study
- ECON504 Econometric Analysis
- ECON539 Environmental and Economic Resources
- ECON543 Applied Econometrics
- INMG501 E-Global Business: Strategic Management and Marketing
- MNGT501 Research Methods in Management Studies

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

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

Master of Management Studies (MMS)

The completion requirements for the MMS depend on 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 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 MMS 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):

- AGRIS01 International Agribusiness
- AGRIS02 Agribusiness Case Studies
- MKTG553 International Marketing

All students may choose any additional papers from:

- AGRIS90 Directed Study
- ECON504 Econometric Analysis
- ECON539 Environmental and Economic Resources
- ECON543 Applied Econometrics
- INMG501 E-Global Business: Strategic Management and Marketing
- MSY576 21st Century Logistics

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

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

Master of Professional Management (MPM)

The completion requirements for the MPM depend on 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)

A proposal to change the requirements below is awaiting approval (see note on next page).

The specific requirements for the field of Agribusiness are:

Stage One – Core knowledge and skills (see note on next page):

- AGRIS04 Farm Processes and Management for Agribusiness
- AGRIS05 Finance and Investment Analysis for Agribusiness
- AGRIS07 Agribusiness Value Chain Innovation and Strategy
- ECON506 Economics for Business
Stage Two – Advanced professional knowledge:
• AGRI501 International Agribusiness
• AGRI506 Management, Governance and Leadership in Agribusiness
• AGRI508 Food Systems Trade and Policy
• AGRI509 Agricultural Systems, Risk and Resilience

Stage Three – Applied research and professional internship:
• MNGT597 Internship and Action Research
• AGRI510 Applied Agribusiness Research Project

Note: 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.

Note: If approved, INMG521 will be added to the Stage One papers. Once approved, this change will be updated online at www.management.ac.nz/handbook. To find the information select ‘Subjects’, then choose ‘Agribusiness’. At the left-hand side, click on ‘Regulations’ and make sure the information is for 2016.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.

Paper details

AGRI101 Agribusiness – Making Dirt Pay 15 points
This paper provides a foundation for understanding the role of agribusiness in national and international economies.

ACCT209 Accounting and Managerial Decision-making 20 points
Please refer to Accounting

AGRI201 New Zealand Agribusiness 20 points
An exploration of New Zealand agribusiness success. This paper provides a robust understanding of the New Zealand agribusiness sector and the key determinants of agribusiness performance.
Restrictions AGRI301

AGRI202 Sustainable Agriculture 20 points
An exploration of sustainable farming philosophies. This paper covers the key determinants of sustainable agriculture and the relevance of sustainable farming practice for agribusiness decision-making.

MKTG209 Principles of Marketing 20 points
Please refer to Marketing

AGRI304 Advanced New Zealand Agribusiness 20 points
This paper is concerned with the governance and performance of agribusiness domestically and internationally. The impact of free-trade agreements, regulatory regimes and technological innovation may impact performance while by-passing governance structure. This paper will consider whether governance in agribusiness evolves adequately to enhance sustainable performance.
Prerequisites AGRI201
Restrictions AGRI404

AGRI305 Strategic Management and Marketing for Agribusiness 20 points
This paper considers the application of strategic analysis, supply chain management and strategic marketing of agribusiness.

AGRI306 Financial Analysis for Agribusiness 20 points
This paper considers financial management, financial markets, risk analysis and business valuation as they apply in the agribusiness sector.
Prerequisites AGRI201 or FINA201
Restrictions AGRI406
AGRI390 Directed Study 20 points
This paper involves supervised study of a topic in agribusiness. Typically the directed study involves critical review of the literature on the chosen topic, writing a substantive paper, and analysing the literature. Components of the paper should be in a style suitable for publication.

Restrictions Students are expected to have a B+ average and are required to discuss a topic with their potential supervisor before enrolling.

ECON306 International Trade and Finance 20 points
Please refer to Economics

ECON308 Managerial Economics and Strategy 20 points
Please refer to Economics

INMG311 The International Business Environment 20 points
Please refer to International Management

INMG317 Doing Business Internationally 20 points
Please refer to International Management

MKTG353 International Marketing 20 points
Please refer to Marketing

MSYS377 Supply Chain Management 20 points
Please refer to Management Systems

AGRI404 Advanced New Zealand Agribusiness 20 points
This paper is concerned with the governance and performance of agribusiness domestically and internationally. The impact of free-trade agreements, regulatory regimes and technological innovation may impact performance while by-passing governance structure. This paper will consider whether governance in agribusiness evolves adequately to enhance sustainable performance.

Prerequisites AGRI201
Restrictions AGRI304

AGRI405 Strategic Management and Marketing for Agribusiness 20 points
This paper considers the application of strategic analysis, supply chain management and strategic marketing of agribusiness.

AGRI406 Financial Analysis for Agribusiness 20 points
This paper considers financial management, financial markets, risk analysis and business valuation as they apply in the agribusiness sector.

Prerequisites AGRI201 or FINA201
Restrictions AGRI306

AGRI490 Directed Study 20 points
This paper involves supervised study of a topic in agribusiness. Typically the directed study involves critical review of the literature on the chosen topic, and writing a substantive paper, analysing the literature and producing insights. Components of the paper should be in a style suitable for publication.

Restrictions Students are expected to have a B+ average, and are required to discuss a topic with their potential supervisor before enrolling.

AGRI495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Agribusiness.
AGRI499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in the area of study

Restrictions AGRIS99

ECON406 International Trade and Finance 20 points
Please refer to Economics

ECON408 Managerial Economics and Strategy 20 points
Please refer to Economics

MKTG453 International Marketing 20 points
Please refer to Marketing

AGRI501 International Agribusiness 30 points
Advanced analysis of international agribusiness.

Prerequisites Approval of department’s Graduate Convenor

AGRI502 Agribusiness Case Studies 30 points
Case analyses of New Zealand agribusiness firms.

Prerequisites AGRIS02 or ECON308 or ECON408 or MKTG353 or STMG311/INMG311

AGRI503 Competitive International Agribusiness 15 points
In this paper students will gain a robust understanding of New Zealand’s agribusiness sector. The paper will allow students to analyse agribusiness performance, structures, management and marketing.

AGRI504 Farm Processes and Management for Agribusiness 15 points
An advanced analysis of sustainable farm processes and management, resulting in an understanding of the contribution of different systems and philosophies to sustainable agribusinesses.

AGRI505 Finance and Investment Analysis for Agribusiness 15 points
An advanced analysis of finance and investment options for sustainable agribusiness.

AGRI506 Management, Governance and Leadership in Agribusiness 15 points
An analysis of the theories behind management, governance and leadership models, leading to analysis of styles and development of case studies of success and failure.

Prerequisites AGRIS03, AGRIS04, AGRIS05 and ECON506

AGRI507 Agribusiness Value Chain Innovation and Strategy 15 points
An analysis of the theories behind value chain innovation applied to agribusiness.

Prerequisites AGRIS03, AGRIS04, AGRIS05 and ECON506

AGRI508 Food Systems Trade and Policy 15 points
An analysis of global food systems trade and the reasons behind the policies governing access.

Prerequisites AGRIS03, AGRIS04, AGRIS05 and ECON506

AGRI509 Agricultural Systems: Risk and Resilience 15 points
An analysis of risk and resilience in different agrisystems, including the effects of global changes in economies, climate and consumer preference.

Prerequisites AGRIS03, AGRIS04, AGRIS05 and ECON506

AGRI510 Applied Agribusiness Research Project 30 points
A report on the findings of a research project relevant to agribusiness.
AGRI590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

Prerequisites Permission of the department’s Graduate Convenor.

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

AGRI591 Agribusiness Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

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

AGRI592 Agribusiness Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

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

AGRI593 Agribusiness Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

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

AGRI594 Agribusiness Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

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

AGRI599 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in the area of study.

Restrictions AGRI499

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

ECON504 Econometric Analysis 30 points
Please refer to Economics

ECON506 Economics for Business 15 points
Please refer to Economics

ECON539 Environmental and Resource Economics 15 points
Please refer to Economics

ECON543 Applied Econometrics 15 points
Please refer to Economics

INMG501 E-Global Business: Strategic Management and Marketing 20 points
Please refer to International Management

MKTG553 International Marketing 30 points
Please refer to Marketing

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MNGT597 Internship and Action Research 15 points
Please refer to Management

MSYS576 21st Century Logistics 30 points
Please refer to Management Systems
Economics

Why choose Economics?
Economists are key players in decision-making. Their analytical skills help people, businesses and governments to make the best choices with the limited resources available to them.
Economics will help you make the world a better place. Almost every aspect of daily life can be viewed from an economic perspective – from business, jobs, housing and economic growth, to pollution, transport, hospital waiting lists, and international trade. Economics is about the world we live in, and how everyday people respond to incentives and allocate scarce resources to meet their goals.
If you’re passionate about business, current affairs or finance, you will enjoy studying economics, which pulls in aspects of politics, psychology, sociology, geography, history, law and statistics. An understanding of economics will help you look at the world in a different light and be able to make business and management decisions.
Economics is available as a subject or major for several specific qualifications; for details of these 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.

Career opportunities
• Business analyst
• Business executive
• Economics researcher
• Economics teacher
• Government economist
• Management consultant
• Policy analyst and adviser

Potential employers
• Banks and investment companies
• Consulting and accounting firms
• International agencies (eg OECD, World Bank, IMF)
• Regional and district councils
• Government departments and ministries (eg Treasury)
• Universities, polytechnics and research organisations

Contacts for Economics
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Email: holmesmj@waikato.ac.nz

AProf Anna Strutt – Graduate Convenor
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Phone: +64 7 838 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)

<table>
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<th>Paper Code</th>
<th>Description</th>
<th>BMS</th>
<th>BMS(Hons)</th>
<th>BBA(Fin)</th>
<th>BBA(Hons)(Fin)</th>
<th>Generic 2nd Major</th>
<th>GradCert(Econ)</th>
<th>GradDipl(Econ)</th>
<th>PGCert(Econ)</th>
<th>PCDipl(Econ)</th>
<th>MMS(Economics)</th>
<th>MMS(Applied Economics &amp; Finance)</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.

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.

A BMS degree planner is available on the Department of Economics home page. 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 ‘Available Papers’ link, or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at 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, which 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 subject papers’ list for Economics

And choose at least one paper from:

- ECON501 Macroeconomic Analysis
- 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
- ECON543 Applied Econometrics
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. To meet the Assurance of Learning requirements for this programme, you must include an X type occurrence from either ACCT313, ECON308 or FINA306, 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.

A BBA(Fin) degree planner is available on the Department of Economics home page. 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 ‘Available Papers’ link, or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

**Note:** Subject to internal approval processes ECON308 will be replaced by ECON309. If this approval is received, then the online regulations will be updated. If ECON308 is the earliest enrolment of either ACCT313, ECON308 or FINA306, then you must enrol in an X type occurrence 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 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:

- ECON501 Macroeconomic Analysis
- 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
• ECON543 Applied Econometrics

Remaining papers can be chosen from those ticked for this qualification in the 'Available Papers' link, or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

**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:** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 note 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:** 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 on 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 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: 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 on 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 Economics are that you must meet with the Graduate Convenor to discuss an appropriate personal programme of study and include at least one of (see note 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: If approved ECON501 and ECON543 will be added to the list. Once approved this change will be updated online at www.management.ac.nz/handbook To find the information select ‘Subjects’ to see the list of available subjects areas; then choose ‘Economics’. On the left-hand side under ‘About Subject’ select ‘Regulations’ making sure the information is for 2016.

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

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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.
A proposal to change the requirements below is awaiting approval (see note below). At the time of printing, 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

A proposal to change the requirements below is awaiting approval (see note below). At the time of printing, 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 or equivalent

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:** If approved the revised regulations will replace the above from 2016 and will be available online at [www.management.ac.nz/handbook](http://www.management.ac.nz/handbook) To find the information select ‘Subjects’ to see the list of available subjects areas; then choose ‘Economics’. On the left-hand side under ‘About Subject’ select ‘Regulations’ making sure the information is for 2016.

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

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

Contact the department’s Graduate Convenor.

**Paper details**

**ECON100 Business Economics and the New Zealand Economy** 15 points
An introduction to the analysis of market environments and the New Zealand economy from a business and policy perspective.

**ECON110 Economics and Society** 15 points
An introduction to the analysis of social issues from an economics perspective.

**MNGT100 Management and Sustainability** 15 points
Please refer to Management

**ECON200 Macroeconomics and the Global Economy** 20 points
An analysis of the overall performance of the national economy, the role of macroeconomic policy, and interactions with the global economy.

**Prerequisites** ECON100 or ECON110 or a merit endorsement at Level 3 in NCEA Economics, and the permission of the department’s Undergraduate Convenor.
ECON202 Microeconomics and Business Economics 20 points
An introduction to the formal analysis of consumption and business decisions using economic models. Both analytical and numerical methods are used to gain an in-depth understanding of important processes.
Prerequisites ECON100 or ECON110 or a merit endorsement at Level 3 in NCEA Economics, and the permission of the department’s Undergraduate Convenor.
Restrictions ECON302

ECON204 Quantitative Methods for Economics and Finance 20 points
An introduction to standard quantitative techniques widely used in economics and finance.
Prerequisites ECON100 or ECON110, and STAT121 or STAT160 or 16 credits at Level 3 in NCEA Mathematics with Calculus or Statistics and Modelling, or equivalent
Restrictions STAT221

ECON217 Economics, Law and Policy 20 points
An introduction to the application of economic reasoning and techniques in the study of policy issues in law. Areas covered include property law, contracts, tort law and criminal law.
Prerequisites ECON100 or ECON110
Restrictions ECON317

ECON236 Comparative Economics in Global Perspective 20 points
An introduction to essential issues in the global economic environment. This paper takes a broad approach in comparing economic systems and combines economic theory, real-life examples and topical case studies to analyse economic policy issues.
Prerequisites ECON100 or ECON110
Restrictions ECON336

ECON301 Monetary and Macroeconomics 20 points
The topics in this paper include economic growth, business cycles, employment, inflation, interest and exchange rates, consumption, investment, money, data, and policy.
Prerequisites ECON200
Restrictions ECON401 and ECON541

ECON302 Microeconomics and Business Economics 20 points
An introduction to the formal analysis of consumption and business decisions using economic models. Both analytical and numerical methods are used to gain an in-depth understanding of important processes.
Prerequisites ECON100 or ECON110
Restrictions ECON202

ECON304 Econometrics 20 points
Linear regression and binary response analysis of economic and financial data with an emphasis on interpretation, computer applications, and forecasting.
Prerequisites ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics
Restrictions ECON404 and ECON543

ECON305 Development Economics 20 points
An examination of the theories of growth and development; the economic, cultural and social barriers to the development of poor countries and the interaction of government planning, international aid and market forces.

ECON306 International Trade and Finance 20 points
This paper considers theoretical and policy issues in relation to international trade and finance.
Prerequisites ECON100 or ECON110
Restrictions ECON406
ECON307 Experimental and Behavioural Economics 20 points
Experimental and Behavioural Economics introduces students to this increasingly popular method for
testing and simulating economic theory. The paper stresses the interaction of theory and experiment,
relating questions in the theory of markets, games and decisions to issues in experimental design and
the analysis and interpretation of results. Students will become familiar with experimental methods,
learn some interesting applications, and critically evaluate the potential and limitations of laboratory
experimental research.

Prerequisites  ECON100 or ECON110
Restrictions    ECON407
Note: ECON307 is co-taught with ECON407. Enrolment in ECON307-15B (HAM) and
        ECON407-15B (HAM) is limited to 36 students in total across both papers.

ECON308 Managerial Economics and Strategy 20 points
This paper explores the application of microeconomic theory and methodology to the problems faced
by decision makers in the private and public sectors. Managerial economics helps managers and business
analysts allocate scarce resources efficiently, and plan effective business strategies. Topics include
decision-making across various market structures (e.g. perfect competition, monopolistic competition,
oligopoly, monopoly) and specifically looks at strategic behaviour when market power exists. Since game
theory is required for this sort of analysis, aspects of game theory will also be studied.

Prerequisites  ECON202 or ECON302, and either ECON204 or B or better in STAT160 or equivalent.
Restrictions    ECON408

ECON309 New Economics of Business 20 points
This paper emphasises concepts and techniques in the economics of business strategy. Students will
be exposed to real-world experiences in undertaking business activities, with the aim of preparing
them to analyse investment opportunities and evaluate business propositions. The paper will include
a wide variety of learning activities, including lectures, guest presentations (depending on availability)
and case studies.

Prerequisites  ECON100
Restrictions    ECON314, ECON318, ECON409, ECON414 and ECON418

ECON313 Economics of Human Resources and Public Policy 20 points
Topics include labour demand and supply, human capital and earnings, labour market issues and
welfare economics. Offered in alternate years.

Prerequisites  ECON100 or ECON110
Restrictions    ECON413

ECON314 Markets, Competition and Organisation 20 points
This paper considers the application of economic analysis to the study of business organisation and
strategy, the nature of competition in markets, competition policy and the regulation of markets.

Prerequisites  ECON202 or ECON302, and either ECON204 or B or better in STAT160 or equivalent.
Restrictions    ECON308, ECON408, ECON414

ECON315 Environmental and Natural Resource Economics 20 points
An examination of the economics of sustainable development, resource use, pollution control and the
conservation of the environment, including practical applications.

Prerequisites  ECON100 or ECON110
Restrictions    ECON415

ECON316 Dimensions of Sustainability 20 points
An examination of the economic, social and environmental dimensions of sustainable development.
ECON317 Economics, Law and Policy 20 points
An introduction to the application of economic reasoning and techniques in the study of policy issues in law. Areas covered include property law, contracts, tort law and criminal law.
Prerequisites  ECON100 or ECON110
Restrictions  ECON217

ECON319 China’s Economic Development 20 points
This paper provides an introductory survey of economic development in China with an emphasis on understanding the process of reform during the past 20 years.
Prerequisites  ECON100 or ECON110
Restrictions  ECON419

ECON336 Comparative Economics in Global Perspective 20 points
An introduction to essential issues in the global economic environment. This paper takes a broad approach in comparing economic systems and combines economic theory, real-life examples and topical case studies to analyse economic policy issues.
Prerequisites  ECON100, ECON110
Restrictions  ECON236

ECON339 Urban and Regional Economics 20 points
This paper analyses economic forces that shape the internal spatial structure of urban areas and systems as a whole, economic basis of patterns of regional growth and development, and rationale and effectiveness of regional policies followed by selected countries. Offered in alternate years.
Prerequisites  ECON100 or ECON110
Restrictions  ECON439

ECON390 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Undergraduate Convenor.
Prerequisites  ECON100 and the permission of the Undergraduate Convenor and 60 points above 100-level in Economics.
Note:  Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ECON399 Applied Project in Economics 20 points
An applied research project investigating an economics related issue in an organisational context.
Prerequisites  ECON204 and at the discretion of the ECON399 Convenor
Restrictions  ACCT399 and FINA399
Note:  This paper is only available to students enrolled in the BBA(Fin).

FINA311 Corporate Finance 20 points
Please refer to Finance

FINA312 Portfolios and Markets 20 points
Please refer to Finance

FINA313 Capital Markets 20 points
Please refer to Finance

ECON401 Monetary and Macroeconomics 20 points
The topics in this paper include economic growth, business cycles, employment, inflation, interest and exchange rates, consumption, investment, money, data, and policy.
Prerequisites  ECON200
Restrictions  ECON301 and ECON541
ECON404 Econometrics 20 points
Further application of estimation methods commonly used in quantitative economics with an emphasis on interpretation.

Prerequisites  ECON204 or B or better in STAT160 or equivalent, and at least 30 points in Economics
Restrictions  ECON304 and ECON543

ECON405 Development Economics 20 points
An examination of the theories of growth and development; the economic, cultural and social barriers to the development of poor countries; and the interaction of government planning, international aid and market forces.

ECON406 International Trade and Finance 20 points
This paper considers theoretical and policy issues in relation to international trade and finance.

Prerequisites  ECON100 or ECON110
Restrictions  ECON306

ECON407 Experimental and Behavioural Economics 20 points
Experimental and Behavioural Economics introduces students to this increasingly popular method for testing and simulating economic theory. The paper stresses the interaction of theory and experiment, relating questions in the theory of markets, games and decisions to issues in experimental design and the analysis and interpretation of results. Students will become familiar with experimental methods, learn some interesting applications, and critically evaluate the potential and limitations of laboratory experimental research.

Prerequisites  ECON100 or ECON110
Restrictions  ECON307
Note:  ECON307 is co-taught with ECON407. Enrolment in ECON307-16B (HAM) and ECON407-16B (HAM) is limited to 36 students in total across both papers.

ECON408 Managerial Economics and Strategy 20 points
This paper explores the application of microeconomic theory and methodology to the problems faced by decision makers in the private and public sectors. Managerial economics helps managers and business analysts allocate scarce resources efficiently, and plan effective business strategies. Topics include decision-making across various market structures (e.g., perfect competition, monopolistic competition, oligopoly, monopoly) and specifically looks at strategic behaviour when market power exists. Since game theory is required for this sort of analysis, aspects of game theory will also be studied.

Prerequisites  ECON202 or ECON302 and either ECON204 or B or better in STAT160 or equivalent.
Restrictions  ECON308

ECON409 New Economics of Business 20 points
This paper emphasises concepts and techniques in the economics of business strategy. Students will be exposed to theory and real-world experiences in undertaking business activities, with the aim of preparing them to analyse investment opportunities and evaluate business propositions. The paper will include a wide variety of learning activities, including lectures, guest presentations (depending on availability) and case studies.

Prerequisites  ECON100
Restrictions  ECON309, ECON314, ECON318, ECON414 and ECON418

ECON413 Economics of Human Resources and Public Policy 20 points
Topics include labour demand and supply, human capital and earnings, labour market issues and welfare economics. This paper is normally offered in alternative years.

Prerequisites  ECON100 or ECON110
Restrictions  ECON313
ECON414 Markets, Competition and Organisation 20 points
This paper considers the application of economic analysis to the study of business organisation and strategy, the nature of competition in markets, competition policy and the regulation of markets.
Prerequisites ECON202 or ECON302, and either ECON204 or B or better in STAT160 or equivalent.
Restrictions ECON308, ECON408, ECON314

ECON415 Environmental and Natural Resource Economics 20 points
An examination of the economics of resource use, pollution control and the conservation of the environment, including practical applications.
Prerequisites ECON100 or ECON110
Restrictions ECON315

ECON416 Dimensions of Sustainability 20 points
An examination of the human, economic, social, environmental and cultural dimensions of sustainable development.

ECON419 China’s Economic Development 20 points
This paper provides an introductory survey of economic development in China with an emphasis on understanding the process of reform during the past 20 years.
Prerequisites ECON100 or ECON110
Restrictions ECON319

ECON439 Urban and Regional Economics 20 points
This paper analyses economic forces that shape the internal spatial structure of urban areas and systems as a whole, economic basis of patterns of regional growth and development, and rationale and effectiveness of regional policies followed by selected countries. Offered in alternate years.
Prerequisites ECON100 or ECON110
Restrictions ECON339

ECON490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Undergraduate Convenor.
Prerequisites Entry is at the discretion of the Chairperson of Department and 60 points above 100-level in Economics.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

ECON495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.
Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Economics.

ECON499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.
Prerequisites All 100, 200 and 300-level BMS compulsory papers, and at least 40 points at 300-level in Economics.
Restrictions ECON599

FINA417 International Corporate Finance 20 points
Please refer to Finance
ECON501 Macroeconomic Analysis 15 points
This paper covers selected aspects of macroeconomic theory, policy and evidence. Most of the topics are centred directly or indirectly on a stylised production function. They include economic growth, business cycles, employment, inflation, price-setting behaviour, macroeconomic policy and the development of macroeconomic analysis.

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

Restrictions  ECON503, ECON505, ECON541

ECON502 Microeconomic Analysis 30 points
This paper develops core skills in theoretical microeconomic analysis. These skills are essential both in undertaking research and to provide access to much of the journal literature in economics. The paper is comprehensive, covering the traditional mainline areas of consumer theory, risk and information economics, the economics of production and costs, the theory of the firm and of markets, and general equilibrium theory. Key mathematical concepts will be developed or reviewed. Applications and more advanced topics will be considered on a more ad hoc basis.

ECON503 Long-run Macroeconomic Analysis 15 points
This paper covers selected aspects of long-run macroeconomic theory, structural policy and evidence. The topics include economic growth (Solow and endogenous growth models) and structural unemployment (efficiency wage and trade union models).

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

Restrictions  ECON501 and ECON541

ECON504 Econometric Analysis 30 points
The purpose of this paper is to provide students with theoretical skills in econometrics that should enable them to carry out a wide range of applied economic analyses. Topics covered are: maximum likelihood estimation; generalised method of moments estimation; discrete choice models; limited dependent variable models; econometric issues for panel and survey data; cointegration; rational expectations models; systems of regression equations.

ECON505 Short-run Macroeconomic Analysis 15 points
This paper covers selected aspects of short-run macroeconomic theory, stabilisation policy and evidence. The topics include the behaviour of investment and consumption, inflation and unemployment, modelling business cycles, and open economy macroeconomics.

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

ECON506 Economics for Business 15 points
An advanced analysis of the economics of business from production through processing to markets and the consumer.

Note: This paper is only available to MPM(Agri) and MPAcct students. This paper cannot be used to meet the requirements for honours or postgraduate qualifications in Economics or Applied Economics and Finance.

ECON507 Quantitative Skills for Finance and Economics 15 points
This paper provides MPM and MPAcct students with a thorough grounding in the applied quantitative techniques required for professional practice in business, finance and economics. The main emphasis is on recognising which techniques are appropriate for particular types of problems, using the techniques and interpreting the results.

Note: This paper is only available to MPM(Finance) and MPAcct students. This paper cannot be used to meet the requirements for honours or postgraduate qualifications in Economics or Applied Economics and Finance.
ECON515 Economics and the Environment 30 points
This paper is designed for students who have not majored in economics at undergraduate level. It includes an examination of the economics of sustainable development, resource use, pollution control and the conservation of the environment, with an emphasis on the development of appropriate public policies and regulations.

Note: This paper is available for PGCert(MgtStn), PGDip(MgtStn), MEnvSoc (Environment and Society), MEnvSci (Environmental Sciences) and MMS (Management and Sustainability) students. This paper cannot be used to meet the requirements for honours or postgraduate qualifications in Economics or Applied Economics and Finance.

ECON519 Microeconomic Analysis – Methods 15 points
This paper develops core skills in theoretical microeconomic analysis. These skills are essential both in undertaking research and to provide access to much of the journal literature in economics. Key mathematical concepts will be developed or reviewed.

Prerequisites ECON202 or ECON302 and either ECON204 or at least 40 points at 300-level or above in Economics.
Restrictions ECON502 and ECON542

ECON520 Microeconomic Analysis – Theory 15 points
This paper focuses on the application of microeconomic analysis. It includes consumer theory, risk and information economics, the economics of production and costs, the theory of the firm and of markets, and general equilibrium theory.

Prerequisites ECON202 or ECON302 and either ECON204 or ECON519.
Restrictions ECON502 and ECON542

ECON526 Law and Economics 15 points
This paper will apply microeconomic analysis to selected areas of law, including property law, contact law, tort, criminal law and international law.

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

ECON527 Choice Analysis with applications 15 points
This paper covers choice theory and analysis of choice data using quantitative tools. Both revealed and stated preference data analysis will be framed on random utility theory and will extend to include various behavioural issues.

ECON528 Econometric Topics: Macroeconomics and Finance 15 points
This paper provides students with theoretical and practical skills in econometrics that should enable them to carry out a wide range of applied analyses involving macroeconomics and finance. The prime focus of this paper is on the application of time-series econometrics. The topics covered include econometric estimation and testing methodologies, unit root testing, cointegration modelling, GARCH modelling, nonlinearities and asymmetries with practical applications to a range of topical macroeconomic topics.

Prerequisites One of ECON304, ECON404, ECON543 or equivalent
Restrictions ECON504

ECON529 Microeconometrics 15 points
The purpose of this paper is to provide students with skills in microeconometrics that should enable them to carry out a wide range of empirical analyses using either cross-sectional or panel data on individuals, households or firms. Topics covered include: maximum likelihood estimation; instrumental variables and generalised method of moments estimation; discrete choice models; limited dependent variable models; panel and survey data; non- and semi-parametric models: propensity score matching and evaluation methods.

Prerequisites One of ECON304, ECON404, ECON528, ECON543 or equivalent
Restrictions ECON504
ECON530 Topics in Development Economics 15 points
This paper applies economic analysis to current issues in development microeconomics. There is a particular focus on understanding recent literature and applying a range of analytical techniques.

Prerequisites  ECON202 and (ECON306 or ECON406) or at least 40 points at 300-level or above in Economics.

ECON531 International Trade: Theory and Policy Issues 15 points
This paper analyses international trade theory, policy and evidence in the contemporary world environment. Topics covered include positive and normative theories of international trade, inter-industry and intra-industry trade, new theories of trade, economic integration, the theory of trade policy, effective protection, customs, unions and the new world economic order.

Prerequisites  ECON202 and (ECON306 or ECON406) or at least 40 points at 300-level or above in Economics.

ECON532 International Finance and Open Economy Macroeconomics 15 points
This paper provides a systematic analysis of financial relationships among nations and related policy issues. Topics to be discussed include the foreign exchange market, exchange rate determination, the balance of payments, the international monetary system and adjustment and policy co-ordination.

Prerequisites  ECON204 and at least 40 points at 300-level or above in Economics and/or Finance.

ECON535 Topics in Economic Research 15 points
This paper focuses on a specific topic within economics where faculty members have particular research strengths and an active publication agenda, allowing the student to gain experience in a particular research topic that utilises different materials and methods and uses different learning styles than what is covered in ECON589.

Prerequisites  ECON202 or at least 40 points at 300-level or above in Economics. Permission of the Graduate Convenor is required.

ECON539 Environmental and Resource Economics 15 points
This paper covers selected topics in resource and environmental economics, with a focus on policy analysis. The resource economics component concentrates on optimal allocation of renewable and non-renewable resources over time. The environmental economics component focuses on the economics and policy analysis of environmental issues, including conversation, non-market valuation and pollution abatement.

Prerequisites  ECON202 or at least 40 points at 300-level or above in Economics

ECON543 Applied Econometrics 15 points
A postgraduate paper in econometrics for students who have not included an advanced paper in econometrics in their undergraduate degree.

Prerequisites  ECON204 or equivalent and at least 40 points at 300-level or above in Economics and/or Finance

Restrictions  ECON304 and ECON404

ECON552 Applied General Equilibrium Analysis 15 points
This paper introduces and applies general equilibrium modelling, particularly to international trade issues. Students will have the opportunity to use real-world data and a sophisticated global model in their assignments.

Prerequisites  ECON202

Restrictions  ECON517

ECON589 Directed Study 15 points
Selected topics may be available. Please discuss these with the Graduate Convenor.

Prerequisites  Permission of the Graduate Convenor.
ECON590 Directed Study 30 points
Selected topics may be available. Please discuss these with the Graduate Convenor.

Prerequisites    Permission of the Graduate Convenor.

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

ECON591 Economics Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

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

ECON592 Economics Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

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

ECON593 Economics Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

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

ECON594 Economics Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

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

ECON599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.

Prerequisites    All 100, 200 and 300-level BMS compulsory papers, and at least 40 points at 300-level in Economics.

Restrictions    ECON499

FINA506 Finance Theory 15 points
Please refer to Finance

FINA510 Financial Theory and Corporate Policy 15 points
Please refer to Finance

FINA519 Derivatives Two 15 points
Please refer to Finance

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MNGT502 Research Methods in Management Studies for Economics and Finance 15 points
Please refer to Management
Electronic Business

Why choose Electronic Business?
The growth of electronic commerce and the knowledge economy means that most organisations now have electronic business systems at the heart of their operations.

As practically every aspect of business is now reliant on information technology, this subject will give you sought-after business and technological skills to become a crucial part of a company’s management team.

A good electronic business systems manager can help a company to boost its performance by gathering and distributing data more efficiently, and thus influence strategic decision-making.

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.

Career opportunities
• Business analyst
• Electronic business consultant
• Electronic business manager
• Project manager
• Systems developer
• Web systems project manager

Potential employers
• Government departments
• International consultancy practices
• Large corporates
• Major retailers
• Manufacturing or service organisations

Contacts for Electronic Business
AProf Stuart Dillon – Chairperson, Department of Management Systems
Location: MS8.G.04
Phone: +64 7 838 4234
Email: stuart@waikato.ac.nz

Natalie Walmsley – Department Administrator
Location: MS8.G.01
Phone: +64 7 838 4561
Email: nwalm@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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<th>Generic 2nd Major</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.

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 ‘Available Papers’ link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link or you can view all subjects’ paper details at [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, which 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 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.

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 Electronic Business are that you must include:

- MSYS212 The Techno-Savvy Manager
- MSYS319 Industry Experience 2 (see note on next page)
- MSYS351 E-Business: IT Strategy in Action
- MSYS358 E-Business Implementation
Remaining papers can be chosen from those ticked for this qualification in the ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

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

Contact the department’s Graduate Convenor.
Paper details

MSYS111 Integrated Thinking: E-Business and Supply Chain Management 15 points
Please refer to Management Systems

MSYS121 The World of Electronic Commerce 15 points
Please refer to Management Systems

MSYS212 The Techno-Savvy Manager 20 points
Please refer to Management Systems

MSYS219 Industry Experience 1 20 points
Please refer to Management Systems

MSYS221 Entrepreneurial Electronic Commerce 20 points
Please refer to Management Systems

MSYS319 Industry Experience 2 20 points
Please refer to Management Systems

MSYS335 Managerial Decision-making 20 points
Please refer to Management Systems

MSYS351 E-Business: IT Strategy in Action 20 points
Please refer to Management Systems

MSYS353 Smart Technologies and Social Media 20 points
Please refer to Management Systems

MSYS358 E-Business Implementation 20 points
Please refer to Management Systems

MSYS365 Business Analysis and Consultancy 20 points
Please refer to Management Systems

MSYS366 Managing Projects 20 points
Please refer to Management Systems

MSYS376 Operations Management 20 points
Please refer to Management Systems

MSYS390 Directed Study 20 points
Please refer to Management Systems

MSYS435 Advanced Managerial Decision-making 20 points
Please refer to Management Systems

MSYS451 Advanced E-Business: IT Strategy in Action 20 points
Please refer to Management Systems

MSYS453 Advanced Smart Technologies and Social Media 20 points
Please refer to Management Systems

MSYS458 Advanced E-Business Implementation 20 points
Please refer to Management Systems

MSYS465 Advanced Business Analysis and Consultancy 20 points
Please refer to Management Systems

MSYS466 Advanced Project Management 20 points
Please refer to Management Systems
MSYS476 Advanced Operations Management 20 points
Please refer to Management Systems

MSYS490 Directed Study 20 points
Please refer to Management Systems

MSYS495 Industry Experience 4 20 points
Please refer to Management Systems

MSYS499 Report of an Investigation 20 points
Please refer to Management Systems

MSYS555 E-Business Management 30 points
Please refer to Management Systems

MSYS558 Contemporary Issues in E-Business 30 points
Please refer to Management Systems

MSYS559 E-Business Technologies 30 points
Please refer to Management Systems

MSYS577 E-Enabled Agile Supply Chains 30 points
Please refer to Management Systems

MSYS599 Report of an Investigation 30 points
Please refer to Management Systems
Electronic Commerce

Why choose Electronic Commerce?
Welcome to your business future. In a wireless, always connected world, the cutting edge of business is online.

Electronic Commerce is about using the internet to handle business – the interaction between a business, its customers and suppliers. Just think of TradeMe and how that has revolutionised the private sale of goods. Businesses large and small are using e-commerce to revolutionise their business processes. This includes social media, the cloud, mobile commerce and many more contemporary technologies.

Career opportunities
- E-commerce entrepreneur
- E-commerce marketing manager
- E-commerce consultant
- Implementation consultant
- Web systems programmer
- Website developer

Potential 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
AProf Stuart Dillon – Chairperson, Department of Management Systems
Location: MS8.G.04
Phone: +64 7 838 4234
Email: stuart@waikato.ac.nz

Natalie Walmsley – Department Administrator
Location: MS8.G.01
Phone: +64 7 838 4561
Email: nwalm@waikato.ac.nz
## Subject papers

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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 Management
- 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 use the 'Paper Details' link, or you can view all subjects’ paper details at 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.

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

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

Paper offerings can change; for full details of available papers visit www.management.ac.nz/handbook/paperdetails
Note: If approved, the revised regulations will replace the above from 2016 and will be available online at www.management.ac.nz/handbook. To find the information, select ‘Subjects’ to see the list of available subject areas; then choose ‘Electronic Commerce’. On the left-hand side under ‘About Subject’ select ‘Regulations’, making sure the information is for 2016. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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: 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 on 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 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:

• ECONS28 Econometric Topics: Macroeconomics and Finance
• FINA511 Advanced Corporate Finance
• FINA512 Investments and Portfolios
• INMG501 E-Global Business: Strategic Management and Marketing
• MCOMS585 Public Relations: Context and Applications
• MKTGS52 Advanced Advertising Strategy
• MSYS555 E-Business Management
• MSYS558 Contemporary Issues in E-Business
• MSYS577 E-Enabled Agile Supply Chains
• STMGS512 Strategic Innovation
• STMGS524 Entrepreneurship, Theory and Practice

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

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

Master of Electronic Commerce (MECom)
The completion requirements for the MECom depend on your admission criteria; please see the MECom qualification information for further details. However all students must:

• Select a stream (Professional or Research)
• Meet with the E-Commerce Qualification Convenor and follow an approved programme of study
For the Professional stream (online version is also available) you must include:
- MSYS519 Professional Field Internship
- MSYS552 Applied Research Methods and Project
- MSYS558 Contemporary Issues in E-Business

For the Research stream you must include:
- MNGT501 Research Methods in Management Studies
- MSYS558 Contemporary Issues in E-Business
- MSYS591 Management Systems 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:** 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 on your programme of study.

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

Contact the department's Graduate Convenor.
Paper details

ACCT224 Legal Issues in Business and E-Commerce 20 points
Please refer to Accounting

MSYS221 Entrepreneurial Electronic Commerce 20 points
Please refer to Management Systems

ECON309 New Economics of Business 20 points
Please refer to Economics

MSYS351 E-Business: IT Strategy in Action 20 points
Please refer to Management Systems

MSYS353 Smart Technologies and Social Media 20 points
Please refer to Management Systems

MSYS358 E-Business Implementation 20 points
Please refer to Management Systems

MSYS365 Business Analysis and Consultancy 20 points
Please refer to Management Systems

MSYS366 Managing Projects 20 points
Please refer to Management Systems

STMG324 Entrepreneurship and Innovation 20 points
Please refer to Strategic Management

STMG346 Managing Innovation 20 points
Please refer to Strategic Management

ECON409 New Economics of Business 20 points
Please refer to Economics

MSYS451 Advanced E-Business: IT Strategy in Action 20 points
Please refer to Management Systems

MSYS453 Advanced Smart Technologies and Social Media 20 points
Please refer to Management Systems

MSYS458 Advanced E-Business Implementation 20 points
Please refer to Management Systems

MSYS465 Advanced Business Analysis and Consultancy 20 points
Please refer to Management Systems

MSYS466 Advanced Project Management 20 points
Please refer to Management Systems

STMG424 Entrepreneurship and Innovation 20 points
Please refer to Strategic Management

STMG446 Managing Innovation 20 points
Please refer to Strategic Management

ECON528 Econometric Topics: Macroeconomics and Finance 15 points
Please refer to Economics

FINA511 Advanced Corporate Finance 30 points
Please refer to Finance
FINA512 Investments and Portfolios 30 points
Please refer to Finance

INMG501 E-Global Business: Strategic Management and Marketing 30 points
Please refer to International Management

MCOM585 Public Relations: Context and Applications 30 points
Please refer to Leadership Communication

MKTG552 Advanced Advertising Strategy 30 points
Please refer to Marketing

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MSYS519 Professional Field Internship 30 points
Please refer to Management Systems

MSYS552 Applied Research Methods and Project 30 points
Please refer to Management Systems

MSYS555 E-Business Management 30 points
Please refer to Management Systems

MSYS558 Contemporary Issues in E-Business 30 points
Please refer to Management Systems

MSYS559 E-Business Technologies 30 points
Please refer to Management Systems

MSYS577 E-Enabled Agile Supply Chains 30 points
Please refer to Management Systems

MSYS591 Management Systems Dissertation 30 points
Please refer to Management Systems

MSYS592 Management Systems Dissertation 60 points
Please refer to Management Systems

MSYS593 Management Systems Thesis 90 points
Please refer to Management Systems

MSYS594 Management Systems Thesis 120 points
Please refer to Management Systems

STMG512 Strategic Innovation 30 points
Please refer to Strategic Management

STMG524 Entrepreneurship, Theory and Practice 30 points
Please refer to Strategic Management
Entrepreneurship

Why choose Entrepreneurship?
Entrepreneurship will teach you how to generate new ideas, recognise and enact opportunities, and incubate and implement successful business strategies to create a new business venture from the ground up. Small and medium-sized enterprises have a major impact on economic growth, as they generate wealth and jobs.

A qualification in entrepreneurship will give you the practical skills to develop an entrepreneurial business, and make it financially successful and personally rewarding. You’ll also learn about concept planning and development, introducing a product to market, and keeping your customers satisfied.

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 Znd Major.

Career opportunities
• Business entrepreneur
• Business plan consultant
• Entrepreneurial innovator
• Seed incubator

Contacts for Entrepreneurship
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

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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.

The specific requirements for Entrepreneurship are that you must include:
• ACCT224 Legal Issues in Business and E-Commerce
• STMG285 Strategy for Enterprise
• STMG316 New Venture Creation
• STMG321 Entrepreneurial Opportunity Recognition
• STMG391 Strategic Management

And choose 20 points from:
• HRMG242 Human Resource Management
• MSYS221 Entrepreneurial Electronic Commerce

Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects' paper details at www.management.ac.nz/handbook/paperdetails

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 on next page):
• ACCT224 Legal Issues in Business and E-Commerce
• STMG285 Strategy for Enterprise
• STMG321 Entrepreneurial Opportunity Recognition
• STMG324 Entrepreneurship and Innovation
• STMG391 Strategic Management

And choose 20 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

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 Entrepreneurship and Innovation
• 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 Entrepreneurial Finance
• TOMG405 Entrepreneurship in Tourism and Hospitality
Please meet with the department’s Graduate Convenor to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the Graduate Convenor.

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

**Note:** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Entrepreneurship and Innovation are that you must meet with the 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:** 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 on your programme of study.
Paper details

STMG192 The Entrepreneur 15 points
Please refer to Strategic Management

ACCT224 Legal Issues in Business and E-Commerce 20 points
Please refer to Accounting

HRMG242 Human Resource Management 20 points
Please refer to Human Resource Management

MSYS221 Entrepreneurial Electronic Commerce 20 points
Please refer to Management Systems

STMG222 Net Ready: Navigating the Competitive Landscape 20 points
Please refer to Strategic Management

STMG244 Strategies for People, Planet and Profit 20 points
Please refer to Strategic Management

STMG285 Strategy for Enterprise 20 points
Please refer to Strategic Management

ACCT322 Law of Business Enterprises 20 points
Please refer to Accounting

HRMG342 Human Resource Management 20 points
Please refer to Human Resource Management

INMG311 The International Business Environment 20 points
Please refer to International Management

STMG316 New Venture Creation 20 points
Please refer to Strategic Management

STMG321 Entrepreneurial Opportunity Recognition 20 points
Please refer to Strategic Management

STMG324 Entrepreneurship and Innovation 20 points
Please refer to Strategic Management

STMG325 Self Actualising Leadership 20 points
Please refer to Strategic Management

STMG330 Management Technology and Organisation 20 points
Please refer to Strategic Management

STMG344 Management for People, Planet and Profit 20 points
Please refer to Strategic Management

STMG346 Managing Innovation 20 points
Please refer to Strategic Management

STMG385 Strategy for Enterprise 20 points
Please refer to Strategic Management

STMG388 Strategic Alliances and Networks 20 points
Please refer to Strategic Management

STMG391 Strategic Management 20 points
Please refer to Strategic Management
FINA403 Entrepreneurial Finance 20 points
Please refer to Finance

STMG424 Entrepreneurship and Innovation 20 points
Please refer to Strategic Management

STMG425 Self-Actualising Leadership 20 points
Please refer to Strategic Management

STMG430 Management Technology and Organisation 20 points
Please refer to Strategic Management

STMG446 Managing Innovation 20 points
Please refer to Strategic Management

STMG488 Strategic Alliances and Networks 20 points
Please refer to Strategic Management

TOMG405 Entrepreneurship in Tourism and Hospitality 20 points
Please refer to Tourism Management

ACCT507 Accounting, Sustainability and a Changing Environment 30 points
Please refer to Accounting

INMG501 E-Global Business: Strategic Management and Marketing 30 points
Please refer to International Management

INMG588 International Business Strategy 30 points
Please refer to International Management

STMG512 Strategic Innovation 30 points
Please refer to Strategic Management

STMG524 Entrepreneurship, Theory and Practice 30 points
Please refer to Strategic Management

STMG555 Foundations of Strategy and Organisation 30 points
Please refer to Strategic Management

TOMG505 Tourism and Hospitality Enterprises 30 points
Please refer to Tourism Management
Finance

Why choose Finance?

Compound your opportunities with a career centred on 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 – when time and risk are major considerations. You’ll also study corporate finance, portfolios and markets, small business finance, financial modelling and personal financial planning.

A sound understanding of finance theory and practice is required for careers that involve running a treasury or an investment fund, structuring the financing of a project, or to help you make personal investment decisions.

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.

Career opportunities

• Commercial and investment banker
• Corporate finance
• Financial analyst
• Financial management
• Financial planner
• Sharebroker

Potential 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
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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 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 'Available Papers' link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects’ paper details at [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, which 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 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](http://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. To meet the Assurance of Learning requirements for this programme, you must include an X type occurrence from either ACCT313, ECON309 or FINA306, 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 FINA306 Personal Wealth Management (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 ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

Note: If FINA306 is the earliest enrolment of either ACCT313, ECON309 or FINA306, then you must enrol in an X type occurrence 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 'Available Papers' link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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

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

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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](http://www.management.ac.nz/handbook/paperdetails)

**Note:** 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 on 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 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](http://www.management.ac.nz/handbook/paperdetails)

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

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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

A proposal to change the requirements below is awaiting approval (see note on next page). At the time of printing, 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 either ECON503 Long-run Macroeconomic Analysis, or ECON505 Short-run Macroeconomic Analysis, or ECON519 Microeconomic Analysis – Methods or ECON520 Microeconomic Analysis – Theory
- One of either ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics
• FINA510 Financial Theory and Corporate Policy
• FINA517 Investments, Portfolios and Financial Markets or equivalent

Remaining papers can be chosen from those ticked for this qualification 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:** If approved, the revised regulations will replace the above from 2016 and will be available online at www.management.ac.nz/handbook To find the information select ‘Subjects’ to see the list of available subjects areas; then choose ‘Finance’. On the left-hand side under ‘About Subject’ select ‘Regulations’ making sure the information is for 2016.

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

**Master of Professional Management (MPM)**

The completion requirements for the MPM depend on 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
• FINA501 Computer Modelling for Financial Analysis

**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:** 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.
Paper details

FINA101 Financial Literacy and Wealth Management 15 points
This paper introduces students to the concepts of financial literacy and builds a platform of understanding of contemporary financial issues. In particular, the making of sound spending and investment decisions and managing risk exposures are covered.

ECON204 Quantitative Methods for Economics and Finance 20 points
Please refer to Economics

FINA201 Finance 20 points
This paper introduces the basics of finance, developing an understanding of financial markets and their usefulness in the business environment, developing skills in financial analysis including investment decision-making, and introducing concepts of financial risk.
Restrictions  FINA202

ECON304 Econometrics 20 points
Please refer to Economics

FINA301 Behavioural Finance 20 points
This course introduces cognitive and behavioural biases and discusses the impact of these on asset pricing and financial decision-making as introduced in traditional finance courses. This course is intended to complement other finance courses.
Prerequisites  FINA311, FINA312
Note:  This paper will be delivered to Tauranga via video-conference.

FINA305 Business Analysis and Valuation 20 points
This paper provides a comprehensive treatment of business analysis and valuation, developing a quantitative approach to the analysis of financial information. The aim is to integrate commercial understanding, financial information and capital market theory to investigate the monetary value of businesses.
Prerequisites  FINA201
Note:  This paper will be delivered to Tauranga via video-conference.

FINA306 Personal Wealth Management 20 points
This paper focuses on the nature, usage and regulations on the advice of various financial products and legal instruments for developing a personal wealth management plan. Participants gain an appreciation of personal goals and how wealth creation and risk management assist in attaining these. Prior knowledge of securities and bond valuation and portfolio management is assumed.
Prerequisites  FINA201, FINA312
Note:  This paper will be delivered to Tauranga via video-conference.

FINA311 Corporate Finance 20 points
This paper covers the principles of corporate finance. The material builds on fundamental present value concepts to examine corporate capital budgeting, capital structure, and working capital management.
Prerequisites  FINA201
Restrictions  FINA510
Note:  This paper will be delivered to Tauranga via video-conference.

FINA312 Portfolios and Markets 20 points
This paper provides an introduction to portfolio construction, management, and protection. Based on the concept of risk-return trade-off, this paper discusses the techniques and implications of efficient portfolio diversification and the allocation of assets among different securities.
Prerequisites  FINA201
Restrictions  FINA517
Note:  This paper will be delivered to Tauranga via video-conference.
FINA313 Capital Markets 20 points
This paper introduces students to the principal capital markets in Australasia, their associated institutions, markets, regulators and their financial functions.
Prerequisites  FINA201, FINA312
Note: This paper will be delivered to Tauranga via video-conference.

FINA399 Applied Project in Finance 20 points
An applied research project investigating a finance related issue in an organisational context.
Prerequisites  Entry is at the discretion of the Chairperson of Department
Restrictions  ACCT399 and ECON399
Note: This paper is only available to students enrolled in the BBA(Fin).

ECON404 Econometrics 20 points
Please refer to Economics

FINA401 Ethics in Finance 20 points
This course will examine the role of ethics in finance and financial services. The material covered in this course will include the framework for ethical conduct in the investment profession, as presented by CFA Institute of Ethics and Standards of Professional Conduct. Discussions of examples of the scandals that have shaken public confidence in the ethics of Wall Street and in other countries will provide avenues for identifying, evaluating and discussing ethical issues. The course will conclude with a discussion of the dominant theories of the firm and their ethical implications for finance and financial management.
Prerequisites  FINA311, FINA312
Note: This paper will be delivered to Tauranga via video-conference.

FINA403 Entrepreneurial Finance 20 points
This paper focuses on the role of smaller businesses in the economy, the financial management of these enterprises, and government policy relating to the SME (small-medium enterprise) sector. Various models of businesses, theories, knowledge and financial tools needed to start an entrepreneurial venture are explored.
Prerequisites  FINA201
Note: This paper will be delivered to Tauranga via video-conference.

FINA412 Derivative Securities 20 points
This paper lays the foundation for understanding risk management through the pricing and trading of futures and options contracts. The key concepts: hedging, no-arbitrage argument, and risk-neutral valuation will be explained and illustrated in the futures and option pricing models.
Prerequisites  FINA311 or FINA312
Restrictions  FINA502 or FINA509

FINA415 Computer Modelling in Finance 20 points
The objective of this paper is to equip students with financial modelling skills using a computer spreadsheet. Generic skills such as performing sensitivity analyses, running simulations and solving optimisation problems in finance are included.
Prerequisites  FINA311 or FINA312 or equivalent

FINA417 International Finance 20 points
This paper deals with finance subject matters faced by multinational corporations. The course examines exchange rate determination, currency exposure management, international investments, and international capital budgeting.
Prerequisites  FINA201, FINA311 or FINA312
Restrictions  FINA317
Note: This paper will be delivered to Tauranga via video-conference.
FINA495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Finance.

FINA499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites All 100, 200 and 300-level BMS compulsory papers, FINA311 and FINA312

Restrictions FINA599

ECON503 Long-run Macroeconomic Analysis 15 points
Please refer to Economics

ECON505 Short-run Macroeconomic Analysis 15 points
Please refer to Economics

ECON507 Quantitative Skills for Finance and Economics 15 points
Please refer to Economics

ECON519 Microeconomic Analysis – Methods 15 points
Please refer to Economics

ECON520 Microeconomic Analysis – Theory 15 points
Please refer to Economics

ECON528 Econometric Topics: Macroeconomics and Finance 15 points
Please refer to Economics

ECON529 Microeconometrics 15 points
Please refer to Economics

ECON532 International Finance and Open Economy Macroeconomics 15 points
Please refer to Economics

ECON543 Applied Econometrics 15 points
Please refer to Economics

FINA501 Computer Modelling for Financial Analysis 15 points
The objective of this paper is to equip students with financial modelling skills using a computer spreadsheet. Generic skills such as performing sensitivity analyses, running simulations and solving optimisation problems in finance are included.

Restrictions FINA415 and FINA515

FINA502 Derivative Securities One 15 points
This paper lays the foundation for understanding risk management through the pricing and trading of futures and options contracts. The key concepts: hedging, no-arbitrage argument, and risk-neutral valuation will be explained and illustrated in the futures and option pricing models.

Restrictions FINA412 and FINA529
FINA503 Issues in Corporate Finance 15 points
This paper lays the foundation for understanding the ethical and professional aspects of being a finance professional and discusses contemporary topics in this framework. Topics covered include the cost of capital, determinants of the optimal capital structure, dividend policy, leasing, agency theory and its applications, initial public offerings, and managerial compensation.
Restrictions  FINA511

FINA504 International Corporate Finance 15 points
This paper lays the foundation for understanding risk management through the pricing and trading of futures and options contracts. The key concepts of hedging, no-arbitrage argument, and risk-neutral valuation will be explained and illustrated in the futures and option pricing models.
Restrictions  FINA417

FINA505 Applied Research Project in Finance 15 points
This paper develops a rigorous piece of research that draws on appropriate finance theories and concepts. It provides an important link between theory expounded and discussed in other papers and real-world issues in a managerial environment.

FINA506 Finance Theory 15 points
This course examines the theoretical underpinnings of contemporary finance. This includes detailed analyses of selected contemporary financial axioms, concepts, principles, methodologies and epistemologies. Knowledge of intermediate/advanced statistics and maths will be an advantage in this course.
Prerequisites  At least 60 points in Finance at 300 or 400-level, including FINA311 and FINA312

FINA507 Corporate Restructuring and Governance 15 points
This paper analyses corporate governance theories, models and practices. It also investigates corporate restructuring strategies involving mergers and acquisitions, including stock market responses to restructuring transactions.
Prerequisites  At least 60 points in Finance at 300 or 400-level, including FINA311 or FINA312 or equivalent, or both EXLD517 and EXLD520.

FINA510 Financial Theory and Corporate Policy 15 points
This paper covers the principles of corporate finance as in FINA311; including capital budgeting, capital structure, dividend policy, mergers and acquisitions, and advanced theoretical components. Prior exposure to the standard financial concepts and relevant research to this area is assumed.
Prerequisites  ECON204 and FINA201 or equivalent
Restrictions  FINA311

FINA511 Advanced Corporate Finance 30 points
This paper deals with the current thinking and research in corporate finance. The material covers core areas such as the cost of capital, optimal capital structure, dividend policy, leasing, agency theory, IPOs, and managerial compensation.
Prerequisites  FINA311 or equivalent
Restrictions  FINA503

FINA512 Investments and Portfolios 30 points
This paper aims to bring students up-to-date on the current issues and research in the area of investments and portfolios. The material covers core areas such as asset pricing models and pricing anomalies, market efficiency, stock trading and investing, diversification, and portfolio performance evaluation. A special feature is the preparation of a research paper in the area of portfolios and investments.
Prerequisites  FINA312 or equivalent
FINA513 Advanced Behavioural Finance 30 points
This course provides postgraduate students with an understanding of Behavioural Finance. It investigates how the fields of finance and investment are affected by a range of cognitive and behavioural biases ignored by traditional finance and how finance theory can accommodate these biases.
Prerequisites FINA511
Corequisites FINA512

FINA514 Property Finance 30 points
This paper analyses property investments, investigates returns and risk and property financing; property markets in New Zealand and internationally for various forms of property, and structures for holding property are considered.

FINA515 Advanced Financial Modelling 30 points
This paper analyses finance issues using advanced financial modelling within an Excel/VBA framework. Finance databases provide input data and econometric packages provide analytic inputs for models developed.
Prerequisites FINA311, FINA312, FINA415
Restrictions FINA501 and FINA518

FINA517 Investments, Portfolios and Financial Markets 15 points
This paper covers various aspects of investments and efficient portfolios. Students will critically evaluate core financial models and apply the theoretical concepts to actual problems.
Prerequisites ECON204 and FINA201 or equivalent
Restrictions FINA312

FINA519 Derivatives Two 15 points
This paper aims to enhance students’ ability to understand and analyse derivatives beyond simple futures and options. Major topics include Black-Scholes model, delta-hedging, portfolio insurance, value at risk, GARCH conditional volatility models, credit derivatives, advanced issues of futures markets, exotic options and swaps.
Prerequisites FINA412, FINA502 or FINA509
Restrictions FINA529

FINA529 Advanced Derivatives 30 points
This paper includes delta-hedging, value at risk, GARCH (1,1) models, credit derivatives, advanced issues of futures markets, exotic options and swaps. An empirical study on derivatives is required.
Prerequisites FINA412, FINA502 or FINA509
Restrictions FINA519

FINA560 Special Interest Finance: Eastern Finance 30 points
This paper investigates financial decision-making and financial markets from an Eastern perspective. It includes the role of Eastern financial instruments in raising capital and market reactions to these instruments. Comparisons between Eastern and Western financial instruments and their inclusion of these instruments in investment portfolios is analysed.
Prerequisites 40 points at 300-level in Finance or at the discretion of the Chairperson of Department
Restrictions At the discretion of the Chairperson of Department.

FINA589 Directed Study 15 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
FINA590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

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

FINA591 Finance Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites ECON544, FINA511 and FINA512
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA592 Finance Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites ECON544, FINA511 and FINA512
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA593 Finance Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites ECON544, FINA511 and FINA512
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA594 Finance Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites ECON544, FINA511 and FINA512
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

FINA599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Prerequisites All 100, 200 and 300-level BMS compulsory papers, FINA311 and FINA312.
Restrictions FINA499

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MNGT502 Research Methods in Management Studies for Economics and Finance 15 points
Please refer to Management
Hospitality Management

Note: Hospitality Management and Tourism Management are only available for students who were previously taking the major. No new enrolments in these majors will be possible. If you have any questions please contact the Management Student Centre (MSC).

Why choose Hospitality Management?
Learn how to manage sustainable hospitality operations that make a lasting impression on guests. Hospitality Management is focused on the organisation of businesses that supply food, drink, accommodation and entertainment – not only to the domestic market, but also tourists from around the world.

Hospitality is a fast-growing industry in New Zealand and faces constant demand for skilled staff. It needs skilful operators who can plan, control, make strategic decisions, and understand the legal requirements for this sector.

Hospitality Management (see note) is available as a first major in 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.

Career opportunities
- Catering services manager
- Front office manager
- Gaming management
- Hotel manager
- Outdoor leisure manager
- Restaurant and bar manager
- Tourism operator

Potential employers
- Commercial caterers
- Conference and event centres
- Hotels and resorts
- Museums
- Restaurants
- Tourism and leisure attractions

Contacts for Hospitality Management

AProf Asad Mohsin – BTour(THMgt) Convenor
Location: MSB.3.20
Phone: +64 7 838 4466 extn 5061
Email: amohsin@waikato.ac.nz

AProf Tim Lockyer – Graduate Convenor
Location: MSB.3.34
Phone: +64 7 838 4466 extn 6321
Email: lockyer@waikato.ac.nz

AProf Tim Lockyer – Graduate Convenor
Location: MSB.4.11
Phone: +64 7 838 4466 extn 6233
Email: cavej@waikato.ac.nz

Prof Alison McIntosh – Graduate Convenor (MMS)
Location: MSB.2.29
Phone: +64 7 838 4466 extn 4962
Email: mcintosh@waikato.ac.nz

Maria Fitzgerald – Administration Manager
Location: MSB.2.16
Phone: +64 7 838 4758
Email: mfitzy@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>Description</th>
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<th>BMS(Hons)</th>
<th>BTour(THMgt)</th>
<th>Generic 2nd Major</th>
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Qualification and specific subject requirements

Bachelor of Management Studies (BMS)

Please note that Hospitality Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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

The specific requirements for Hospitality Management as a first major are that you must include:
- TOMG206 Food and Beverage Management and TOMG216 Food and Beverage Management Placement
- TOMG207 Accommodation Management and TOMG217 Accommodation Management Placement
- TOMG306 Tourism and Hospitality Management Decision-making
- TOMG406 Hospitality Operations and Sustainable Management

For full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

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

Please note that Hospitality Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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, which 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 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
- TOMG503 Hotel and Resort Management

And at least one of:
- TOMG306 Tourism and Hospitality Management Decision-making
- TOMG406 Hospitality Operations and Sustainable 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](http://www.management.ac.nz/handbook/paperdetails)

Bachelor of Tourism (BTour(THMgt))

Please note that Hospitality Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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 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))
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 Management in Tourism
  • 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: 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
Please note that Hospitality Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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 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)
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 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

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

Note: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Decision-making
- TOMG307 Consumer Perspectives in the Tourism and Hospitality Industry
- TOMG380 Aviation Management
- MKTG354/454 Marketing of Services
- TOMG404 Event Management Strategies
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG406 Hospitality Operations and Sustainable Management
- TOMG409 Destination Management
- 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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: 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 on 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 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
• DEVS504 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: 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 on your programme of study.
Master of Professional Management (MPM)
The completion requirements for the MPM depend on 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: 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.

Paper details

TOMG206 Food and Beverage Management 20 points
Please refer to Tourism Management

TOMG207 Accommodation Management 20 points
Please refer to Tourism Management

TOMG210 Cruise Ship Tourism 20 points
Please refer to Tourism Management

TOMG216 Food and Beverage Management Placement 0 Points
The purpose of this paper is to give students a firm understanding of the management principles and actions involved in the production, control, management and planning of food and beverage operations within the hospitality industry.

Corequisites  TOMG206
Note: This paper is only available to students taking TOMG206 concurrently. This paper takes place at the Waikato Institute of Technology (Wintec).

TOMG217 Accommodation Management Placement 0 Points
This paper gives students a firm management understanding of accommodation management, including areas such as yield management, the reservation cycle, housekeeping, and front office services and staff operations.

Corequisites  TOMG207
Note: This paper is only available to students taking TOMG207 concurrently.
TOMG304 Tourism and Hospitality Law 20 points
Please refer to Tourism Management

TOMG306 Tourism and Hospitality Management Decision-making 20 points
Please refer to Tourism Management

TOMG309 Sustainable Events Operations and Venue Management 20 points
Please refer to Tourism Management

TOMG310 Global Cruise Destinations 20 points
Please refer to Tourism Management

TOMG404 Event Management Strategies 20 points
Please refer to Tourism Management

TOMG405 Entrepreneurship in Tourism and Hospitality 20 points
Please refer to Tourism Management

TOMG406 Hospitality Operations and Sustainable Management 20 points
Please refer to Tourism Management

TOMG490 Directed Study 20 points
Please refer to Tourism Management

TOMG495 Industry Experience 4 20 points
Please refer to Tourism Management

TOMG496 Tourism and Hospitality Internship: From Theory to Practice 20 points
Please refer to Tourism Management

TOMG497 Tourism and Hospitality Internship: From Theory to Practice 40 points
Please refer to Tourism Management

TOMG499 Report of an Investigation 20 points
Please refer to Tourism Management

TOMG503 Hotel and Resort Management 30 points
This paper provides students with an awareness of the essential issues involved in the management and operations specific to hotels and resorts. The paper covers definitions, history of the hotel and resort industry, resort planning and development, lodging and resort management, and operations.

TOMG514 Tourism and Hospitality Management Control and Decision-making 15 points
This paper provides an understanding of the use of information in the decision-making process, and the impact of various operational decisions on the day-to-day profitability of a hospitality enterprise.

Restrictions TOMG306

TOMG515 Entrepreneurship in Tourism and Hospitality 15 points
This paper explains the nature and relevance of entrepreneurship in tourism and hospitality, and practical issues and techniques in hospitality entrepreneurship through local, regional and international case studies.

Restrictions TOMG405

TOMG516 Event Management Strategies 15 points
This paper provides students with the knowledge, concepts and skills necessary to develop strategic event initiatives in the hospitality sector for the diverse and demanding visitor industry.

Restrictions TOMG404
TOMG517 Global Tourism Futures 15 points
This paper will assess the future of tourism and hospitality in regards to emergent markets, market segmentation, transport systems, product offerings, sustainability and other global issues.

TOMG518 Tourism and Hospitality Human Capital Management 15 points
This paper examines the role of human capital in the delivery of service that is central to the tourism and hospitality industry, and the changing nature of employment patterns that needs to be addressed by the hospitality industry and management.

TOMG519 Tourist Behaviour and Markets 15 points
This paper overviews the scope and structure of the tourism sector and examines issues of tourist behaviour and marketing in a global tourism and hospitality context.

TOMG520 Hospitality Operations Service Management 15 points
This paper examines contemporary trends in the management of operations and service in the hospitality industry, and strategies for hospitality service operations, ethics, business sustainability and environmental responsibility.

TOMG521 Internship 15 points
The internship provides students the opportunity to build on, apply, and assess the concepts learnt through a meaningful monitored work environment, and provides a realistic exposure to career experiences in the hospitality industry.
Prerequisites Stages one and two of the MPM
Restrictions TOMG523

TOMG522 Hospitality Action Research 15 points
Students undertake an action research project from within a hospitality workplace environment.
Prerequisites Stages 1 and 2 of MPM
Corequisites TOMG521
Restrictions TOMG523

TOMG523 Hospitality Research Investigation Points 45
This paper allows students to undertake applied research relating to the hospitality industry.
Prerequisites Stages 1 and 2 of MPM
Restrictions TOMG521 and TOMG522

TOMG599 Report of an Investigation 30 points
Please refer to Tourism Management
Human Resource Management

Why choose Human Resource Management?
Gain the skills to develop and manage an organisation’s most valuable asset – its people. This subject is concerned with getting the right people into the right jobs; and knowing how to keep and develop 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 will acquire people management skills to help you 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, Leadership Communication, Management Systems, Accounting, Marketing and Economics.

Career opportunities
• Employment Court official
• Human capital development strategist
• Human resource manager/adviser/officer
• Industrial relations mediator/facilitator
• Payroll manager/administrator

Potential 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

Prof Mark Harcourt – PhD Enquiries for HRM
Location: MSB.4.12
Phone: +64 7 838 4466 extn 9277
Email: mark@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 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 'Available Papers' link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects’ paper details at 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, which 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
- HRMG242/342 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:* You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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:* You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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: 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 on 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 Graduate Convenor to discuss an appropriate personal programme of study and include:
- HRMG544 Human Resource Management Strategy
- A further 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: 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 on your programme of study.

Master of Management Studies (MMS)

The completion requirements for the MMS depend on 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 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 MMS information for further details).
- Meet the specific requirements prescribed for any subject.

The specific requirements for Human Resource Management are that you must include:
- HRMG544 Human Resource Management Strategy (unless previously passed).

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: 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 on your programme of study.

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

Contact the department’s Graduate Convenor.
**Paper details**

**HRMG241 Organisational Behaviour 20 points**
This paper focuses on behaviour at the individual, group, and organisation level, and the impact and outcomes which emerge in the organisation. Human behaviour in organisations is complex, so an understanding of organisation behaviour is an essential management skill to develop. The interdisciplinary origins of organisation behaviour ensure important foundations are set in this paper for further study, as students are introduced to topics such as perceptions and personality, motivation, decision-making, groups and teams, diversity, leadership and organisation change.

*Prerequisites  STMG191*

*Note:  Tutorial attendance is required.*

**HRMG242 Human Resource Management 20 points**
This paper studies the management of organisations’ most valuable asset, their people. It uses latest research to examine how employees are acquired, managed, accommodated, trained and developed to improve individual and organisational performance, within ever-changing economic and social contexts. Together we will explore the human dimension of HRM studies, including sustainable management systems that value employees as key contributors to organisational success.

*Restrictions  HRMG342*

*Note:  This paper will be delivered to Tauranga in the B Semester via video-conference.  A minimum of 10 enrolments, two weeks before the papers starts, is required for the paper to be offered in Tauranga.*

**ECON313 Economics of Human Resources and Public Policy 20 points**
Please refer to *Economics*

**HRMG301 Managing Employees in the New Zealand Legal Environment 20 points**
This paper is designed to address the increasingly important role of employment law in human resource management. Students are encouraged to apply their newly acquired knowledge of law to real-life employment issues as diverse as health and safety, discrimination, harassment, strikes, individual agreements, collective agreements, and dismissal. The focus is practical and meant to be relevant to ordinary managers and employees.

*Restrictions  HRMG401*

**HRMG341 Managerial Behaviour 20 points**
This paper creates a bridge between theories of organisations and the practice of management.

**HRMG342 Human Resource Management 20 points**
A study of the management of human resources and employment relations in organisations.

*Note:  This paper will be delivered to Tauranga via video-conference. A minimum of 10 enrolments, two weeks before the papers starts, is required for the paper to be offered in Tauranga.*

**HRMG343 Business Research Methods 20 points**
An introduction to gathering, analysing and reporting data when conducting research in organisations.

**HRMG374 Gender and Diversity Management 20 points**
This paper examines the implications of the changing demographic profile of the labour market for managers and organisations. Women make up approximately half of the labour force, there is an increase in the number of working mothers and dual earner couples, nearly one-quarter of New Zealanders are born overseas, and New Zealand is experiencing an aging workforce. Yet gender and diversity affect organisational experiences and employment outcomes. The focus of this paper is to explore the organisational implications arising from a demographically diverse workforce and to critically consider policy initiatives designed to enhance gender and diversity management.

*Restrictions  HRMG474*
MCOM331 Managing Conflict and Consensus 20 points
Please refer to Leadership Communication

MCOM336 Negotiation and Persuasion 20 points
Please refer to Leadership Communication

SCEN301 Engaging with Social Enterprise and Community 20 points
Please refer to Social Enterprise

STMG325 Self Actualising Leadership 20 points
Please refer to Strategic Management

ECON413 Economics of Human Resources and Public Policy 20 points
Please refer to Economics

HRMG401 Managing Employees in the New Zealand Legal Environment 20 points
This paper is designed to address the increasingly important role of employment law in human resource management. Students are encouraged to apply their newly acquired knowledge of law to real-life employment issues as diverse as health and safety, discrimination, harassment, strikes, individual agreements, collective agreements, and dismissal. The focus is practical and meant to be relevant to ordinary managers and employees.

Restrictions HRMG301

HRMG402 Human Resource Management and Practice 20 points
This paper examines the development of HRM models and theories over the last two decades and how this knowledge is applied to HRM practices in the New Zealand context.

HRMG444 Organisational Development and Change 20 points
This paper explores the nature of and the response to change that occurs in organisations.

HRMG445 Career Management and Development 20 points
This paper explores career within the competitive and dynamic environment of today's organisations. It aims to enhance students' ability to analyse the latest research about careers and recognise the implications, both for their own career management and for the design of organisational career paths. Topics include analysing the external context of career management and development theories; and a consideration of the implications of increased workforce diversity and health and safety for individual and organisational career management and development. The emphasis is on providing students with the opportunity to formulate ideas about how to manage their own career, and provide insight about how organisations might benefit from designing career paths for staff.

HRMG474 Gender and Diversity Management 20 points
This paper examines the implications of the changing demographic profile of the labour market for managers and organisations. Women make up approximately half of the labour force, there is an increase in the number of working mothers and dual earner couples, nearly one-quarter of New Zealanders are born overseas, and New Zealand is experiencing an aging workforce. Yet gender and diversity affect organisational experiences and employment outcomes. The focus of this paper is to explore the organisational implications arising from a demographically diverse workforce and critically consider policy initiatives designed to enhance gender and diversity management.

Restrictions HRMG374

HRMG488 International Human Resource Management 20 points
This paper provides students with the analytical skills to understand HRM practices and policies in other countries. By the end of the paper students will understand not only what is different across countries, but why and how things are different.
HRMG490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

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

HRMG495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Human Resource Management.

HRMG499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites All 100, 200 and 300-level BMS compulsory papers and at least 40 points at 300-level in the area of study.

Restrictions HRMG599

MCOM431 Negotiation and Persuasion 20 points
Please refer to Leadership Communication

STMG425 Self-Actualising Leadership 20 points
Please refer to Strategic Management

HRMG541 Issues for Managerial Behaviour in 21st Century Organisations 30 points
The purpose of this paper is to encourage students to challenge the assumptions encountered in management and organisational behaviour papers taken to date. In this paper, students explore ideas relevant to organisations and management in the 21st century, rather than those theories from yesterday and today. A linking theme is adopted to provide some structure to the various issues raised in this paper. The linking theme is ‘Appropriate organisational structures, mechanisms and practices in a post-industrial society’.

HRMG543 Pay and Performance Management 30 points
This paper familiarises students with the basic characteristics of pay practices, and includes how to apply various techniques and formulae to determine employee compensation. It also examines how and when the various forms of compensation (and benefits) can be used for strategic purposes, in changing employee behaviour and/or attracting/developing human capital for superior organisational performance.

HRMG544 Human Resource Management Strategy 30 points
This paper provides students with the opportunity to evaluate and discuss the latest research in human resource management strategy. The focus is on examining theories of internal fit, which address how and why human resource practices link together to increase business performance; and theories of external fit, which address how and why human resource practices link with finance, marketing and production (the broader organisational strategy) to increase business performance. Along these lines, students are encouraged to think about archetypal human strategies for pay, staffing, and employment relations. This paper provides students with a ‘big picture’ view of how HR practices, under what conditions, can be combined together into coherent strategies to influence an organisation’s human capital or the behaviour of its employees, with the ultimate aim of positively influencing organisational performance.

Prerequisites HRMG342 or PSYC317
HRMG545 Employment Relations 30 points
Through this paper students enhance their understanding of the changing face of modern employment relationships. Together we will examine historical and contemporary developments in the field of employment relations to enhance insight into employer and employee interests. Topics include critically analysing employment relations theories; an examination of the current New Zealand employment relations environment; and a consideration of international employment relations frameworks. A central component of this paper is an extensive collective bargaining simulation where students experience negotiating an employment contract within the conditions of current New Zealand employment law. The emphasis is to provide students with the skills to apply employment relations theories in the business world.

Prerequisites HRMG342 or PSYC317

HRMG566 Getting Into Human Resource Management 30 points
This paper provides a robust introduction to the HRM discipline. It enables students to understand the elements of the HRM function and focus on specific areas within the discipline.

HRMG574 Women and Organisations 30 points
In this paper we examine the contribution of feminist research to our understanding of women and management. Two themes pervade the paper. We examine the management of women, by women or men. This entails a critical analysis of the experiences of women both in and out of employment. We also examine the experiences of women who aspire to managerial positions. The feminist research lens requires a consideration of the impact of any phenomena on the lives of all women. In this paper, we examine the impact of the liberalisation of the global labour market and its challenges and opportunities for women in a variety of situations.

HRMG590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

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

HRMG591 Human Resource Management Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

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

HRMG592 Human Resource Management Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

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

HRMG593 Human Resource Management Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

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

HRMG594 Human Resource Management Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.
HRMG599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.

Prerequisites All 100, 200 and 300-level BMS compulsory papers and at least 40 points at 300-level in the area of study.

Restrictions HRMG499

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

PSYC571 Psychology of Careers 15 points
Please refer to the University of Waikato Calendar

PSYC572 Personnel Selection 15 points
Please refer to the University of Waikato Calendar

PSYC573 Personnel Training and Development 15 points
Please refer to the University of Waikato Calendar

PSYC579 Advances in Organisational Psychology 15 points
Please refer to the University of Waikato Calendar

PSYC585 Positive Organisation Development 15 points
Please refer to the University of Waikato Calendar
International Management

Note: International Management is only available to students who were taking the major prior to 2016. No new enrolments in this major will be possible. If you have any questions, please contact the Management Student Centre (MSC).

Why choose International Management?
International Management deals with business activities that span across the globe, between continents and cultures.
New Zealand businesses must learn to operate in countries that have hugely different economic, cultural, political, legal and technological system and values to our own.
This subject teaches you how to analyse international business environments and develop effective strategies for entering and servicing international markets.
These skills will prepare you for many exciting careers in the commercial sector, particularly in export and international management, finance, government departments and tourism.

Career opportunities
• Business development adviser
• Industrial development analyst
• International marketing analyst
• International trade policy adviser
• Tourism consultant

Potential 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
Prof Michèle Akoorie – Graduate and PhD Enquiries
Location: MSB.4.32
Phone: +64 7 838 4466 extn 9283
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](http://www.management.ac.nz/handbook/paperdetails)

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Qualification and specific subject requirements

Bachelor of Management Studies (BMS)

Please note that International Management is only available for students who were taking the major prior to 2016. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

To complete the requirements for a BMS major, you must pass 120 points at 200-level or above from one subject area. You must also 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 use the 'Paper Details' link or you can view all subjects' paper details at www.management.ac.nz/handbook/paperdetails

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

Please note that International Management is only available for students who were taking the major prior to 2016. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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, which 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
- INMG588 International Business Strategy

And complete one of the following options:
- A Language specialisation as prescribed for the BMS/BMS(Hons) degree (a Language major is also acceptable) in Chinese, French, German, Japanese, Spanish or Te Reo Māori
- 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**

Please note that International Management is only available for students who were taking the major prior to 2016. No new enrolments in this major will be possible. If you have any queries please visit the Management Student Centre.

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 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 is required. Choose from:

- ECON200 Macroeconomics and the Global Economy
- ECON236/336 Comparative Economics in Global Perspective
- FINA201 Finance (see note 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: FINA201 is not available for BBA(Fin) students.

Graduate Certificate (GradCert)

Please note that International Management is only available for students who were taking the subject prior to 2016. No new enrolments in this programme will be possible. If you have any questions, please visit the Management Student Centre (MSC).

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

Please note that International Management is only available for students who were taking the subject prior to 2016. No new enrolments in this programme will be possible. If you have any questions please visit the Management Student Centre (MSC).

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
- 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: 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: 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 on 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 Graduate Convenor to discuss an appropriate personal programme of study and include:


And choose 90 points, though papers often have prerequisites and careful programme planning will be required, from:
- ACCT506 International Accounting
- ACCT551 International Tax Strategies
- AGR1501 International Agribusiness
- ECON531 International Trade: Theory and Policy Issues
- ECON532 International Finance
- INMG501 E-Global Business: Strategic Management and Marketing
- INMG511 International Business Management
- INMG517 Current Issues in International Management
- INMG523 International Business Management
- INMG524 Managing International Alliances and Networks
- INMG525 Global Mind Set and Cross-Cultural Management
- MCOM576 Intercultural Communication
- MKTG553 International Marketing
- MNGT501 Research Methods in Management Studies
- MSYS555 E-Business Management
- 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: 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 on your programme of study.
Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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](http://www.management.ac.nz/handbook/paperdetails)

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

Master of Professional Management (MPM)
The completion requirements for the MPM depend on 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 Management are:

Stage One – Core knowledge and skills (see note below)
• INMG501 E-Global Business: Strategic Marketing and Management
• INMG521 International Business Environment
• INMG522 Doing Business in the Emerging Markets of Asia-Pacific

Stage Two – Advanced professional knowledge
• INMG523 International Business Management
• INMG524 Managing International Alliances and Networks
• INMG525 Global Mind Set and Cross-Cultural Management
• INMG588 Strategy for International Business

Stage Three – Applied research and professional internship
• INMG526 Applied International Management Research Project or
• INMG527 Internship and INMG528 Action Research Project

Note: 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.
Paper details

INMG311 The International Business Environment 20 points
This paper examines the principal facets – political, legal, economic, financial, socio-cultural, and technological – of the contemporary international business environment. Key activities (trade, investment) and strategic tools used by international companies are discussed.

Equivalents  STMG311

INMG317 Doing Business Internationally 20 points
Doing Business Internationally focuses on a group of economies to provide students with the opportunity to acquire the skills and attributes of understanding that will enable them to do business in economies that are unlike New Zealand.

Restrictions  STMG/INMG315

INMG412 International Business Strategy 20 points
This paper examines the field of international business strategy, with particular reference to the strategies of New Zealand firms operating internationally. This paper involves students in multiple lines of investigation of viable strategy setting and implementation in the face of the significant constraints that impact on New Zealand and global business. The paper includes online discussions, projects and case analysis of firms in a wide range of industry sectors.

Equivalents  STMG412

Restrictions  INMG588

ACCT506 International Accounting 30 points
Please refer to Accounting

ACCT551 International Tax Strategies 30 points
Please refer to Accounting

AGRI501 International Agribusiness 30 points
Please refer to Agribusiness

ECON531 International Trade: Theory and Policy Issues 15 points
Please refer to Economics

ECON532 International Finance 15 points
Please refer to Economics

INMG501 E-Global Business: Strategic Management and Marketing 30 points
Rapid expansion of global communications has changed the environment of international commerce, resulting in the re-evaluation of the way firms conduct their transactions internationally.

Equivalents  STMG501

INMG511 International Business Management 30 points
This paper focuses on the international strategies and structural forms of organisation of the multinational corporation (MNC), as well as control, communication and coordination issues. Particular emphasis is given to the classical, knowledge and network-based views of the MNC.

INMG517 Current Issues in International Management 30 points
A wide range of current management issues, both external to and internal to the firm, that impact on international managers operating across national borders are investigated in this paper.

Prerequisites  STMG311 and INMG311

Equivalents  STMG517
INMG521 International Business Environment 15 points
This paper examines the principal facets – political, legal, economic, financial, socio-cultural and technological – of the contemporary international business environment. Key activities (trade, investment) and strategic tools used by international companies are discussed.
Restrictions INMG311

INMG522 Doing Business in the Emerging Markets of Asia-Pacific 15 points
This paper examines the opportunities and challenges of doing business in the emerging markets of Asia-Pacific. The political, social, legal and cultural issues likely to be encountered while doing business in emerging markets of Asia-Pacific are discussed.
Restrictions INMG317

INMG523 International Business Management 15 points
This paper provides a critical assessment of significant contemporary international management issues and examines the theories relating to the management of the multinational corporation. The focus of the paper is specific challenges associated with managing large and geographically dispersed multinational corporations (MNCs), in mature stages of internationalisation.
Restrictions INMG511

INMG524 Managing International Alliances and Networks 15 points
This paper focuses on identifying the key structures and processes required for the successful management and evolution of international alliances and networks. It explains why strategic alliances and networks are fraught with difficulties and examines when they are successful.
Restrictions STMG388, STMG488, STMG588

INMG525 Global Mind Set and Cross-Cultural Management 15 points
This paper analyses the cognitive capabilities required of senior managers in multi-national corporations, and underscores the challenges of managing across cultural and national boundaries. With a focus on global co-operation, cultural tendencies in negotiations are accessed to examine how national culture affects negotiating style of managers.
Restrictions INMG517

INMG526 Applied International Management Research Project Points 45
This paper allows students to undertake applied research relating to international management.
Restrictions INMG527, INMG528

INMG527 Internship 15 points
The internship provides students the opportunity to build on, apply, and assess the concepts learnt through a meaningful monitored work environment, and provides a realistic exposure to career experiences in settings relevant to international management.
Corequisites INMG528
Restrictions INMG526

INMG528 Action Research 30 points
Students undertake an action research project from within an international management environment.
Corequisites INMG527
Restrictions INMG526
INMG588 International Business Strategy 30 points
This paper focuses on the international business strategy of organisations, industries and countries. International business strategy at the level of the organisation identifies the differences between national and international competitors and the complex environment in which they operate. The international strategy utilised by an industry identifies the forces driving that industry, including competitive pressures and government policy.
Prerequisites  INMG311
Equivalents  INMG512 or STMG588
Restrictions  INMG412

INMG591 Dissertation 30 points
This paper gives students an opportunity to carry out research or further study in a specialised interest area. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Note:  The guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

INMG592 Dissertation 60 points
This paper gives students an opportunity to carry out research or further study in a specialised interest area. You should have completed a research methods paper before commencing this paper. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Note:  The guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

INMG593 International Management Thesis 90 points
This paper gives students an opportunity to carry out research or further study in a specialised interest area. You should have completed a research methods paper before commencing this paper. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Note:  The guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

INMG594 International Management Thesis 120 points
The thesis will embody the results of an original and supervised investigation by the student. Normally, students will have already completed an appropriate research methods course. Please refer to the department’s Graduate Convenor if you are interested in taking this paper.
Note:  The guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

INMG599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Prerequisites  All 100, 200 and 300-level BMS compulsory papers and either INMG311 or INMG412, and a further 20 points at 300-level in the area of study.

MCOM576 Intercultural Communication 30 points
Please refer to Leadership Communication

MCOM584 Sustainable Futures 30 points
Please refer to Leadership Communication
MKTG553 International Marketing 30 points
Please refer to Marketing

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MSYS555 E-Business Management 30 points
Please refer to Management Systems

MSYS576 21st Century Logistics 30 points
Please refer to Management Systems

MSYS577 E-Enabled Agile Supply Chains 30 points
Please refer to Management Systems

STMG555 Foundations of Strategy and Organisation 30 points
Please refer to Strategic Management

TOMG501 International Tourism and Hospitality Marketing 30 points
Please refer to Tourism Management
Leadership Communication

Why choose Leadership Communication?
Research shows the best leaders and managers are outstanding communicators. Good communicators have mastered the people skills that you will gain in this major. They also go further and faster in their careers.

Leadership and good communication is an integral part of everyday life in families, social groups and sports teams. It also plays an essential role in the success of governments and major organisations.

Even if you are not in a formal leadership position, you may be involved in collaborative leadership, and in unexpected crises new leaders often emerge.

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.

Career opportunities

• Communication consultant
• Management trainer
• Political/Community leader
• Professional freelance writer
• Professional fundraiser
• Professional negotiator

Potential employers

• Communication industries
• Consultancy firms
• Government organisations
• Large companies
• Private sector or not-for-profit organisations

Contacts for Leadership Communication

Dr Michèle Schoenberger-Orgad – BCS Convenor
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Phone: +64 7 838 4466 extn 6117
Email: morgad@waikato.ac.nz

Dr Cheryl Cockburn-Wootten – Undergraduate Convenor
Location: MSB.4.38
Phone: +64 7 838 4466 extn 6377
Email: cwootten@waikato.ac.nz

Prof John Oetzel – Graduate Convenor
Location: MSB.4.34
Phone: +64 7 838 4466 extn 4431
Email: joetzel@waikato.ac.nz

Prof 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>BECom</th>
<th>Generic 2nd Major</th>
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<td>MNGTS01</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 Leadership Communication are that you must include:

- MCOM211 Leadership Communication
- MCOM231 Interpersonal Communication at Work
- MCOM392/492 Leading Change for Sustainability

And choose 60 points from:

- MCOM205 Leadership, Design and Innovation
- MCOM220 Communication Theory and Research
- MCOM238 Communication, Health and Well-being
- MCOM239/339 Events and Communication Management
- MCOM330/430 Professional Speaking and Speechwriting
- MCOM331 Managing Conflict and Consensus
- MCOM332/432 Professional and Public Relations Writing
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM340/440 Communicating Social Change
- MCOM380/480 Special Topic
- MCOM387 Communication Internship
- MCOM390 Directed Study
- MCOM376/476 Diversity Leadership
- MCOM490 Directed Study
- MSYS335 Managerial Decision-making
- STMG325/425 Self-Actualising Leadership
- MSYS435 Advanced Managerial Decision-making

If Leadership Communication 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 use the 'Paper Details' link, or you can view all subjects' paper details at 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, which 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 Leadership Communication are that you must include:

- MCOM211 Leadership Communication
- MCOM231 Interpersonal Communication at Work
- MCOM392/492 Leading Change for Sustainability

And choose at least 30 points from:

- MCOM501 Meaningful Work and Well-being
- MCOM502 Managing Virtual Team Communication
- MCOM503 Networking
- MCOM504 Organisational Change and Communication
- MCOM505 Internal Communication
- MCOM506 Reputation Management
- MCOM576 Intercultural Communication
• 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 Leadership Communication are that you must include:
• MCOM211 Leadership Communication
• MCOM231 Interpersonal Communication at Work
• MCOM392/492 Leading Change for Sustainability

And choose 60 points from:
• MCOM205 Leadership, Design and Innovation
• MCOM220 Communication Theory and Research
• MCOM238 Communication, Health and Well-being
• MCOM239/339 Events and Communication Management
• MCOM330/430 Professional Speaking and Speechwriting
• MCOM331 Managing Conflict and Consensus
• MCOM332/432 Professional and Public Relations Writing
• MCOM336/431 Negotiation and Persuasion
• MCOM338/438 Communication Interventions
• MCOM340/440 Communicating Social Change
• MCOM380/480 Special Topic
• MCOM387 Communication Internship
• MCOM390 Directed Study
• MCOM396/476 Diversity Leadership
• MCOM490 Directed Study
• MSYS335 Managerial Decision-making
• STMG325/425 Self-Actualising Leadership
• MSYS435 Advanced Managerial Decision-making

If Leadership Communication 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 the 'Paper Details' link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

Note: MCOM399 is only available if you are undertaking two of the following majors: Leadership Communication, Marketing, or Public Relations. MCOM220 can be counted towards Leadership Communication if it is your second major for this qualification.
Bachelor of Communication Studies with Honours (BCS(Hons))
To complete requirements for the BCS(Hons) you must pass 120 points at 500-level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Leadership Communication 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 Well-being
- 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
- 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 use the 'Paper Details' link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

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 Leadership Communication are that you must include:
- MCOM211 Leadership Communication
- MCOM231 Interpersonal Communication at Work
- MCOM392/492 Leading Change for Sustainability
- MSYS319 Industry Experience 2
And choose 40 points from:

- MCOM205 Leadership, Design and Innovation
- MCOM220 Communication Theory and Research
- MCOM238 Communication, Health and Well-being
- MCOM329/339 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
- MCOM380/480 Special Topic
- MCOM387 Communication Internship
- MCOM390 Directed Study
- MCOM376/476 Diversity Leadership
- MCOM490 Directed Study
- MSYS335 Managerial Decision-making
- STMG325/425 Self-Actualising Leadership
- MSYS435 Advanced Managerial Decision-making

Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

Note: If you are taking Leadership 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 Leadership Communication as a major subject, you may normally still take it as a second major. In these circumstances you are required to pass 120 points at 200-level or above from one subject area, and include at least 60 points at 300-level or above. You must also include:

- MCOM211 Leadership Communication
- MCOM231 Interpersonal Communication at Work
- MCOM392/492 Leading Change for Sustainability

Remaining papers can be chosen from those ticked for the Generic 2nd Major 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Leadership Communication 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
- MCOM331 Managing Conflict and Consensus
- MCOM332/432 Professional and Public Relations Writing
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM376/476 Diversity Leadership

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

Note: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Leadership Communication 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: 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 on 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 Leadership Communication are that you must meet with the 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 Well-being
• MCOM502 Managing Virtual Team Communication
• MCOM503 Networking
• MCOM504 Organisational Change and Communication
• MCOM505 Internal Communication
• MCOM506 Reputation Management
• MCOM566 Special Topic
• 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: 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 on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS information for further details).
• Meet the specific requirements prescribed for any subject

The specific requirements for Leadership Communication are that you must include at least 60 points from (unless passed previously):
• MCOM501 Meaningful Work and Well-being
• MCOM502 Managing Virtual Team Communication
• MCOM503 Networking
• MCOM504 Organisational Change and Communication
• MCOM505 Internal Communication
• MCOM506 Reputation Management
• MCOM576 Intercultural Communication
• 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: 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 on your programme of study.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.
Paper details

**MCOM102 Communication in an online society 15 points**
This paper introduces the theories, practices and applications of communication in relation to how people make sense of their lives in an online society.

**MCOM104 Written Communication for Management 15 points**
This paper provides students with the writing skills, as well as the tools for critical analysis, argumentation and research, needed to produce effective documents in business and management contexts.

*Restrictions: ALED100*

**MCOM111 Introduction to Leadership 15 points**
Leadership is an essential life skill, whether it involves family, school, sport, volunteer work or a paid job. Who you are influences who you are as a leader. This paper explores how you create your sense of self, how you can communicate authentically in your own voice, and how to clarify your values. It uses research-based and theoretically-informed leadership practices to prepare you to lead appropriately across a wide range of activities.

*Restrictions: MCOM211*

**MCOM122 Diversity and Communication Management 15 points**
Learn about managing diversity, including communicating ethically and responsibly across a wide range of differences. Māori models of communication and their implications for management and communication practices in Aotearoa/New Zealand are also explored.

*Restrictions: TIK121 and MMAC121*

**MCOM133 Introduction to Corporate Communication 15 points**
This paper provides an introduction to the diverse functions of corporate communication. It also explores how important creativity is in making corporate communication work at all levels.

*Note: Students without the required background in literacy may be directed to take MCOM104 before attempting MCOM133.*

**MNGT100 Management and Sustainability 15 points**
This paper introduces students to the concept of sustainability and its importance to management and business from the perspectives of economics, strategic management and management communication.

**MCOM200 Management Communication 20 points**
This paper provides an introduction to the theory and practice of management communication. The paper focuses on the process by which managers communicate with those inside and outside their organisations.

**MCOM205 Leadership, Design and Innovation 20 points**
Design is increasingly recognised as more than just a question of fashion or style, but a way of asking fundamental questions to solve complex problems and generate opportunities. This paper uses design principles and exercises to create new businesses, to innovate in existing businesses, and as a source of techniques for transforming individual lives. It is designed so that participants and organisations can use it to make practical changes relevant to their aims.

**MCOM211 Leadership Communication 20 points**
Leadership is integral to human experience and a vital factor in organisations. Leadership is at the core of communication. This paper illuminates our understanding of leadership by approaching it as an identity-centred and communication-based activity. The paper balances research findings and theory with practical suggestions and time-tested approaches for improving communication skills and leadership effectiveness at an individual level, as well as in small groups, organisational, media, and public contexts.

*Restrictions: MCOM111*
MCOM220 Communication Theory and Research 20 points
Rigorous research is the foundation for understanding and improving communication practice and theories of that practice. This paper teaches students how to conduct ethical qualitative and quantitative communication research to improve interpersonal, organisational, and cultural communication practices.

MCOM231 Interpersonal Communication at Work 20 points
This paper provides students with the theory and skills required for leading effective interpersonal communication in work, organisational and social contexts.

MCOM233 Public Relations Practices 20 points
Please refer to Public Relations

MCOM235 Media and Public Relations 20 points
Please refer to Public Relations

MCOM238 Communication, Health and Well-being 20 points
This paper investigates the relationships among health, communication and well-being in interpersonal, institutional and societal levels, specifically examining the impact of health promotion on individual and community well-being.

MCOM239 Events and Communication Management 20 points
Event management is a strategic public relations, marketing and communication tool for organisations of all sizes. This experiential learning paper draws together best practice in event and communication management from a practical business and operational perspective. The paper covers all aspects of event planning. Students will research, design, plan and implement an event for a client.
Restrictions  MCOM339

MCOM292 Business Communication 20 points
This paper focuses on the theory and practice of communication in the business context. Skills in drafting a range of business messages, preparing proposals, conducting research, and writing reports are developed. Some work on oral communication is also included.

MCOM330 Professional Speaking and Speechwriting 20 points
This highly practical paper focuses on the skills, principles and practices of developing and delivering professional speeches and presentations. Participants gain extensive practice in analysing, writing and presenting speeches across a wide range of professional purposes and contexts.
Restrictions  MCOM430

MCOM331 Managing Conflict and Consensus 20 points
This paper introduces students to theories and skills underlying the management of interpersonal and group conflict and consensus building.

MCOM332 Professional and Public Relations Writing 20 points
This paper focuses on the theory and practice of written communication in public relations and other professional contexts. Students learn to design, write and edit a portfolio of documents, including a brochure, an annual report narrative, and a newsletter.
Restrictions  MCOM432 and MCOM513

MCOM333 Public Relations Campaigns 20 points
Please refer to Public Relations

MCOM334 Public Relations Cases 20 points
Please refer to Public Relations

MCOM335 Media and Public Relations 20 points
Please refer to Public Relations
MCOM336 Negotiation and Persuasion 20 points
This paper examines the theory and practice of persuasion and negotiation in a range of professional contexts.
Restrictions  MCOM431

MCOM338 Communication Interventions 20 points
This paper combines theory and practice, and focuses on how to use communication interventions to create change in the health and well-being of communities, organisations, and other social groups. The strategies examined include mass communication, organisational communication, and interpersonal communication.

MCOM339 Events and Communication Management 20 points
Event management is a strategic public relations, marketing and communication tool for organisations of all sizes. This experiential learning paper draws together best practice in event and communication management from a practical business and operational perspective. The paper covers all aspects of event planning. Students will research, design, plan and implement an event for a client.
Restrictions  MCOM239

MCOM340 Communicating Social Change 20 points
This paper examines a range of theoretical and practical approaches to the communication and management of social change, especially the health and well-being of communities, organisations, and other social groups, and emerging human rights issues.
Restrictions  MCOM440

MCOM376 Diversity Leadership 20 points
This paper provides a broad understanding of the principles and practices of intercultural communication and their implications for leadership.

MCOM380 Special Topic 20 points
This paper will examine the reality of organisation communication that takes place in small groups and teams. The paper will address the gap between the practice and theory of teamwork.

MCOM387 Communication Internship 20 points
This internship provides the opportunity to gain practical work-based experience with an organisation, communication department, or public relations department or agency.
Prerequisites  All compulsory 200-level papers required for the BCS or BMS major in Leadership Communication or Public Relations, and at least one 300-level Leadership Communication or Public Relations major paper, with a minimum A- grade average, and the approval of a learning agreement form by the Internship Co-ordinator.

MCOM390 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

MCOM392 Leading Change for Sustainability 20 points
This paper teaches leadership skills necessary for organisational change, with particular emphasis on the changes needed to make organisations more socially and environmentally sustainable.
Restrictions  MCOM492
MCOM399 Communication Investigation in the Workplace 20 points
Directed investigation of an applied communication issue in an organisation. Open only to BCS students taking a double major combining two of the Leadership Communication, Marketing and Public Relations majors.
Prerequisites  Either MCOM398 or a grade of B+ or higher in MCOM392
Restrictions  MKTG399
Note:  This paper is only available to BCS students taking two of the following majors: Leadership Communication, Marketing, Public Relations.

MSYS319 Industry Experience 2 20 points
Please refer to Management Systems

MSYS335 Managerial Decision-making 20 points
Please refer to Management Systems

STMG325 Self Actualising Leadership 20 points
Please refer to Strategic Management

MCOM430 Professional Speaking and Speechwriting 20 points
This highly practical paper focuses on the skills, principles and practices of developing and delivering professional speeches and presentations. Participants gain extensive practice in analysing, writing and presenting speeches across a wide range of professional purposes and contexts.
Restrictions  MCOM330

MCOM431 Negotiation and Persuasion 20 points
This paper examines the theory and practice of persuasion and negotiation in a range of professional contexts.
Restrictions  MCOM336

MCOM432 Professional and Public Relations Writing 20 points
This paper focuses on the theory and practice of written communication in public relations and other professional contexts. Students learn to design, write and edit a portfolio of documents, including a brochure, an annual report narrative, and a newsletter.
Prerequisites  MCOM292
Restrictions  MCOM332 and MCOM513
Note:  This paper will be delivered to Tauranga via video-conference.

MCOM434 Public Relations Cases 20 points
Please refer to Public Relations

MCOM438 Communication Interventions 20 points
The objective of this paper is to understand how to utilise communication interventions to create change in health and well-being of communities, organisations, and other social groups. Communication interventions are programmes that utilise communication tools and technologies.

MCOM440 Communicating social change 20 points
This paper examines a range of theoretical and practical approaches to the communication and management of social change, especially the health and well-being of communities, organisations, and other social groups, and emerging human rights issues.
Restrictions  MCOM340
MCOM476 Diversity Leadership 20 points
This paper provides a broad understanding of the principles and practices of intercultural communication and their implications for management.

Restrictions  MCOM376

MCOM480 Special Topic 20 points
This paper will examine the reality of organisation communication that takes place in small groups and teams. The paper will address the gap between the practice and theory of teamwork.

MCOM490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

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

MCOM492 Leading Change for Sustainability 20 points
This paper teaches leadership skills necessary for organisational change, with particular emphasis on the changes needed to make organisations more socially and environmentally sustainable.

Restrictions  MCOM392

MCOM495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites  All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Leadership Communication.

MCOM499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites  All 100, 200 and 300-level BMS compulsory papers and at least 40 points at 300-level in the area of study.

Restrictions  MCOM599

MSYS435 Advanced Managerial Decision-making 20 points
Please refer to Management Systems

STMG425 Self Actualising Leadership 20 points
Please refer to Strategic Management

MCOM501 Meaningful Work and Well-being 15 points
This paper explores the meanings we attach to work, how ‘meaningful’ work contributes to personal and social well-being, and how changes in organisations can either contribute to or detract from people’s sense of meaningfulness and life satisfaction.

MCOM502 Managing Virtual Team Communication 15 points
Managing and participating in teams is a feature of organisational life and the everyday workplace. Increasingly, work teams depend on communication technologies for effective communication. This paper investigates theory and practice of team communication with specific reference to the capacities of communication technologies to influence team management and experience.
MCOM503 Networking  15 points
The communicative logic of networking pervades contemporary organisational forms and public communication practices, as well as individual career trajectories. Accordingly, this paper provides students with an overview of research and practice-related trends in the study of communication networks, networking practices, and networking and public culture.

MCOM504 Organisational Change and Communication  15 points
This paper focuses on communication in, and about, organisational change. It considers the various roles that communication plays in the entire process of organisational change, from felt need, to change plan, to implementation, and finally to the institutionalisation of change.

MCOM505 Internal Communication  15 points
This paper focuses on communication in organisational settings and how it is intricately linked with organisational culture.

MCOM506 Reputation Management  15 points
Reputation management is a core principle of public relations, which is integral to both interpersonal and organisational communication. As a specialist subject within public relations, this paper will extend students’ understanding of reputation, image and impression management. It will also provide students with skills to undertake issues and crisis management.

MCOM508 Communication for Investor Relations  15 points
Investor Relations studies basic terminology, social responsibilities, legal aspects and ethics involved in communicating with investors on behalf of companies and financial organisations. It analyses the communication used by organisations to relate to investors and has practical applications for future communicators and general managers.

MCOM512 Applied Communication Analysis  30 points
Please refer to Public Relations

MCOM513 Professional and Public Relations Writing  15 points
Please refer to Public Relations

MCOM517 Internship and Action Research for Public Relations  15 points
Please refer to Public Relations

MCOM518 Public Relations Best Practice – an Investigation  15 points
Please refer to Public Relations

MCOM519 Applied Research in Public Relations  30 points
Please refer to Public Relations

MCOM532 Public Relations Cases  15 points
Please refer to Public Relations

MCOM566 Special Topic (30 points)

MCOM576 Intercultural Communication  30 points
This paper aims to improve students’ understanding of intercultural issues in management communication. It will weave together theories in intercultural communication and diversity management. Designed to facilitate a collaborative learning experience of a range of concepts and skills required for effective intercultural communication, the paper will rely not only on a recommended set of readings but also on films, case studies, seminars, and group discussions.
MCOM579 Communication in Organisations 30 points
This paper engages with and makes sense of a range of theories and concepts relating to organisational communication. It looks at how people communicate in the process of organising, and how communication events and processes create, reflect and transform the culture/s of an organisation. It also explores how communicative and organising practices can be changed to improve the quality of work life in organisations.

MCOM583 Leadership, Communication and Transformation 30 points
Our focus in this paper will be on leadership communication, or the ways leaders and followers interact, and the ways leaders attempt to create and shape meanings through images and words. We will also explore a range of ideas about what it means to lead, and the assumptions, beliefs, and values embedded and shaped in diverse leadership discourses. Students will gain insights in this paper that will enable them to develop their own distinctive leadership style and insightful analysis of leadership communication.

MCOM584 Sustainable Futures 30 points
Individuals and organisations operate in contexts that are increasingly complex and uncertain. They face issues that are global in nature and which threaten long-term sustainability. To successfully meet fast-changing futures, contexts and stakeholders must be addressed. New styles of leadership and management are thus required, across all sectors. This paper explores economic, social and environmental issues that face the leaders of tomorrow, all of which are key to the sustainability of organisations and the reinvention of organisational identities.

Restrictions MCOM509 and MCOM578

MCOM585 Public Relations: Context and Applications 30 points
This advanced paper takes a critical approach to public relations. You will develop insights into the strategic applications of public relations theory to the relationships between society, organisations, their stakeholders and their communities. The value of such a perspective is that it allows students to move beyond the functional solutions commonly applied to public relations problems towards alternative solutions that may be more innovative and creative. Discussion of current contexts requires close reading of the news from a number of different sources to develop an understanding of the historical and contemporary contexts in which PR is applied.

MCOM587 Communication Internship 30 points
The internship provides the opportunity to gain practical work-based experience with a public relations department or agency. A credited internship is an experiential learning programme which contributes an important element to the student’s educational process. It provides students with an opportunity to gain work-based experience guided by a staff member (the internship supervisor) and site mentor (sponsor) and build a professional experience portfolio. Students are responsible for finding their own internship position.

Prerequisites A minimum B+ grade average and the approval of the sponsor by the Internship Co-ordinator.

MCOM589 Directed Study 15 points
This paper involves supervised study of a topic in management communication or public relations. Typically all directed study involves extensive, critical review of the literature on the chosen topic and writing an extensive paper analysing the literature.

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

MCOM590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.
MCOM591 Management Communication Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MCOM592 Management Communication Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MCOM593 Management Communication Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MCOM594 Management Communication Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MCOM599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Prerequisites All 100, 200 and 300-level BMS compulsory papers and at least 40 points at 300-level in the area of study.
Restrictions MCOM499

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management
Management (school papers)

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](http://www.management.ac.nz/handbook/paperdetails)

MNGT100 Management and Sustainability 15 points
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.

MNGT101 Accessibility and Disability in the Workplace 15 points
This paper provides an awareness and understanding of accessibility and disability issues, best practice and regulations for the workplace. It aims to develop current and future managers’ understandings to create a more inclusive workplace for social change and future management thinking.

MNGT221 Business Law, Ethics, Sustainability and the Treaty of Waitangi 20 points
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.
Prerequisite(s): STMG191
Restriction(s): ACCT224

MNGT496 A Management Internship: From Theory to Practice 20 points
The paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.

Note: MNGT496 may not also be counted as a major paper if taken as a BMS compulsory paper in placed 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.

MNGT501 Research Methods in Management Studies 30 points
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 write up a comprehensive and cohesive research proposal. This is a broad introduction to accommodate management backgrounds generally. An aim of the paper is to ensure that the student may emerge prepared for other and more advanced discipline, methodology or paradigm-specific research method papers.
MNGT502 Research Methods in Management Studies for Economics and Finance 15 points
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.

MNGT504 Organisational Behaviour 15 points
The relationship between leadership and effective communication is the focus of this component. This paper element is focused on communication intelligence for leaders as they connect people, ideas and actions within the complex business environment. A personal tool kit is developed within this component for communication techniques.

Equivalents  EXLD538, EXED504
Restrictions  EXLD538, EXED504

MNGT596 A Management Internship: From Theory to Practice 30 points
This paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisational setting.

Note:  MNGT596 may not also be counted as a major paper if taken as a BMS(Hons) compulsory paper in placed 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.

MNGT597 Internship and Action Research 15 points
A report on the findings of an action research project as a result of an internship

Note:  This paper is only available to MPM(Agribusiness) students.
Management and Sustainability

Why choose Management and Sustainability?

If you’re committed to a more sustainable world, this could be the ideal subject for you. 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 positive difference to the planet.

This subject focuses on issues of environmental management, corporate social responsibility, and the activities of firms, governments and other organisations. You will gain knowledge required for a management role at the interface between organisations, the environment and society.

Career opportunities

- Corporate sustainability manager
- Government sustainability manager
- Sustainability co-ordinator
- Sustainability policy analyst
- Natural resource manager

Potential employers

- Conservation organisations
- International agencies
- Private consultancy firms
- Private firms and government organisations

Contacts for Management and Sustainability

Bobbie Wisneski – Administrator
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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

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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
- STMG344 Strategies for People, Planet and Profit
- ACCT407 Accounting for Sustainability
- ECON415 Environmental and Natural Resource Economics.
Please meet with one of the academic contacts listed on page 216 to discuss an appropriate personal programme of study. You can choose to take up to 40 points from other Graduate Diploma subjects with the permission of the department’s Graduate Convenor.

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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 30 points from:

- ACCT507 Accounting, Sustainability and a Changing Environment
- ECON515 Economics and the Environment
- MCOM584 Sustainable Futures
- STMG580 Strategies for Sustainability

Any remaining papers may be selected from:

- ACCT541 Forensic Accounting
- DEV5502 Sustainable Resource Issues
- POL5537 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: 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 on 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 Management and Sustainability are that you must meet with the Graduate Convenor to discuss an appropriate personal programme of study, and include at least 60 points from (see note on next page):

- ACCT507 Accounting, Sustainability and a Changing Environment
- ECON515 Economics and the Environment
- 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
- POL5537 Environmental Politics and Public Policy
- TOMG502 Tourism Development and the Environment
Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 ensure any specific subject requirements are met
• Take MNGT501 Research Methods in Management Studies (unless passed previously)
• Take a dissertation (S91/S92) or thesis (S93/S94) in your subject area
• Submit a Portfolio of Achievement (see the MMS information for further details).
• Meet the specific requirements prescribed for any subject.

The specific requirements for Management and Sustainability are that you must include at least 60 points from (see note below):
• ACCT507 Accounting, Sustainability and a Changing Environment
• ECON515 Economics and the Environment
• MCOM584 Sustainable Futures
• STMG580 Strategies for Sustainability

Note: This requirement will be waived if this has been completed as part of a previous qualification.

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

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.

Paper details
ECON316 Dimensions of Sustainability 20 points
Please refer to Economics

ECON339 Urban and Regional Economics 20 points
Please refer to Economics

STMG325 Self Actualising Leadership 20 points
Please refer to Strategic Management

STMG344 Management for People, Planet and Profit 20 points
Please refer to Strategic Management

ACCT407 Accounting for Sustainability 20 points
Please refer to Accounting

ECON415 Environmental and Natural Resource Economics 20 points
Please refer to Economics

ECON416 Dimensions of Sustainability 20 points
Please refer to Economics
ECON439 Urban and Regional Economics 20 points
Please refer to Economics

STMG425 Self-Actualising Leadership 20 points
Please refer to Strategic Management

ACCT507 Accounting, Sustainability and a Changing Environment 30 points
Please refer to Accounting

ACCT541 Forensic Accounting 30 points
Please refer to Accounting

DEV5502 Sustainable Resource Issues 30 points
Please refer to the University of Waikato Calendar

ECON515 Economics and the Environment 30 points
Please refer to Economics

MCOM584 Sustainable Futures 30 points
Please refer to Leadership Communication

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

MSUS591 Management and Sustainability Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Equivalents ENVR591
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSUS592 Management and Sustainability Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Equivalents ENVR592
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSUS593 Management and Sustainability Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSUS594 Management and Sustainability Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Equivalents ENVR594
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

POL537 Environmental Politics and Public Policy 30 points
Please refer to Political Science/Public Policy

STM580 Strategies for Sustainability 30 points
Please refer to Strategic Management

TOMG502 Tourism Development and the Environment 30 points
Please refer to Tourism Management
Management Systems

Why choose Management Systems?
In today’s interconnected world, effective management systems and organisational relationships are critical for business success.

Large businesses and organisations used to be structured as independent ‘silos’, with little cohesion – such as marketing, finance, accounting and distribution – but that approach doesn’t work anymore.

Like a good team captain, a good management system brings different elements and individuals together for a common purpose.

This subject is about creating and maintaining operational efficiencies for business excellence. This is achieved through web-based technologies; strong information channels that deliver the data necessary for decision-making; and fluid supply-chains, ensuring well-connected flows of materials.

Career opportunities
- Business analyst
- Information technology consultant
- Operations manager
- Project manager
- Supply chain manager
- Systems developer

Potential employers
- Government departments
- International consultancy practices
- Large corporates
- Manufacturing or service organisations
- Medium-sized domestic companies

Contacts for Management Systems

APProf Stuart Dillon – Department Chairperson
Location: MS8.G.04
Phone: +64 7 838 4234
Email: stuart@waikato.ac.nz

Natalie Walmsley – Department Administrator
Location: MS8.G.01
Phone: +64 7 838 4561
Email: nwalm@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 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](http://www.management.ac.nz/handbook/paperdetails)

**Note:** 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 on 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 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](http://www.management.ac.nz/handbook/paperdetails)
Note: If you fail a paper or papers (no more than 30 points), then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points, you will not be permitted to proceed with the diploma. You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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: 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 on your programme of study.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.

Paper details

MSYS111 Integrated Thinking: E-Business and Supply Chain Management 15 points
The theme of ‘integrated thinking’ is worked out in the context of e-business and supply chains. We consider the increasing influence of these areas on management theory and expose students to practice through real-life case studies, and class interactions.

MSYS121 The World of Electronic Commerce 15 points
Electronic commerce involves the exchange of products, services and information using the internet and other digital technologies. This paper provides an introduction to electronic commerce from both management and technical perspectives, with a particular emphasis on the most contemporary technologies.
Restrictions MSYS221

MSYS212 The Techno-Savvy Manager 20 points
Today’s manager increasingly needs to be familiar with emerging e-business technologies and the opportunities they provide. This hands-on paper exposes students to a range of e-business technologies from a practical perspective. No prior technology experience is required.
Prerequisites MSYS111 or at the discretion of the Chairperson

MSYS219 Industry Experience 1 20 points
This paper requires a period of 4–13 weeks’ work experience in an appropriate and approved host organisation with relevance to the student’s degree and major. Investigation of three research topics supports the academic component of the paper.
MSYS221 Entrepreneurial Electronic Commerce 20 points
This paper introduces the key concepts associated with the ever-evolving field of electronic commerce. Lectures provide an overview of electronic commerce, including key messages for entrepreneurial firms wishing to establish an online presence. The lab-based practicals provide exposure to a number of electronic commerce development approaches.

Restrictions  MSYS121

MSYS277 Global Supply Chain and Logistics 20 points
The fundamental concept of logistics and supply chain management is fully explored. This paper details the design and operations of international supply chains, transportation and logistics networks, including supply chain analysis, efficiency and value-added activities, and risk-based analysis – utilising case study and group work learning. Particular emphasis is placed on building collaborative relationships to provide increased customer value.

Prerequisites  MSYS111 or equivalent

MSYS319 Industry Experience 2 20 points
This paper requires a period of 4–13 weeks’ work experience in an appropriate and approved host organisation with relevance to the student’s degree and major. Investigation of three research topics supports the academic component of the paper.

MSYS335 Managerial Decision-making 20 points
This paper gives you tools and techniques for making better quality decisions in both your personal and professional lives. This could be a life-changing experience for the engaged student.

MSYS351 E-Business: IT Strategy in Action 20 points
This paper focuses on the management issues surrounding the acquisition, governance and use of contemporary information systems by organisations.

Prerequisites  MSYS111
Restrictions  MSYS451

MSYS353 Smart Technologies and Social Media 20 points
Social media and related smart technologies are creating incredible new business opportunities, while potentially crippling unprepared companies and industries, and leaving behind workers who are unwilling or unable to adapt. This paper uses lectures, lab-based activities, and investigations of real organisations to examine how to get social media working on behalf of a business. The role of social media in public relations is also emphasised.

Prerequisites  MSYS111 or at the discretion of the Chairperson
Equivalents  Restrictions MSYS212 and MSYS453
Note:  Students who have taken MSYS212 before 2013 can take this paper.

MSYS358 E-Business Implementation 20 points
This paper introduces the tools and techniques needed to manage the implementation of packaged ERP solutions. Hands-on experience with SAP is provided through practicals. Issues of managing implementation and organisational change processes are covered.

Prerequisites  MSYS111 or equivalent
Restrictions  MSYS458

MSYS365 Business Analysis and Consultancy 20 points
This paper provides exposure and skill-building opportunities to the many facets and issues of business analysis and consultancy. The paper will be of value to those with a specific interest in developing a career in management consulting.

Prerequisites  MSYS111 or equivalent
Restrictions  MSYS465
MSYS366 Managing Projects 20 points
Excellent project management is critical for most organisations. This paper introduces project management, addressing social and technical aspects within a practical context. Students completing this paper will be able to conceive, structure, schedule and manage most types of organisational projects.
Prerequisites  MSYS111 or equivalent
Restrictions  MSYS466

MSYS376 Operations Management 20 points
This paper introduces the topic of operations management. A practical orientation is taken in the paper, with topics covered including product design, management of waiting lines, facility layout, lean production, learning curves and operations strategy.
Prerequisites  MSYS111 or equivalent
Restrictions  MSYS476

MSYS377 Supply Chain Management 20 points
This paper covers concepts important in the management of purchasing, operations, distribution and logistics. It addresses supply chain integration issues related to the production and delivery of products and services to the customer.
Prerequisites  MSYS111 or equivalent
Restrictions  MSYS477

MSYS390 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

MSYS435 Advanced Managerial Decision-making 20 points
This paper gives you tools and techniques for making better quality decisions in both your personal and professional lives. This could be a life-changing experience for the engaged student.

MSYS451 Advanced E-Business: IT Strategy in Action 20 points
This paper focuses on the management issues surrounding the acquisition, governance and use of contemporary information systems by organisations.
Prerequisites  MSYS111 or equivalent
Restrictions  MSYS351

MSYS453 Advanced Smart Technologies and Social Media 20 points
Social media and related smart technologies are creating incredible new business opportunities, while potentially crippling unprepared companies and industries, and leaving behind workers who are unwilling or unable to adapt. This paper uses lectures, lab-based activities, and investigations of real organisations to examine how to get social media working on behalf of a business. The role of social media in public relations is also emphasised.
Prerequisites  MSYS111 or at the discretion of the Chairperson
Restrictions  MSYS212, MSYS353
Note: Students who have taken MSYS212 before 2013 can take this paper.

MSYS458 Advanced E-Business Implementation 20 points
This paper introduces the tools and techniques needed to manage the implementation of packaged ERP solutions. Hands-on experience with SAP is provided through practicals. Issues of managing implementation and organisational change processes are covered.
Prerequisites  MSYS111 or equivalent
Restrictions  MSYS358
MSYS465 Advanced Business Analysis and Consultancy 20 points
This paper provides exposure and skill-building opportunities to the many facets and issues of business analysis and consultancy. The paper will be of value to those with a specific interest in developing a career in management consulting.

Prerequisites MSYS111 or equivalent
Restrictions MSYS365

MSYS466 Advanced Project Management 20 points
Excellent project management is critical for most organisations. This paper introduces project management, addressing social and technical aspects within a practical context. Students completing this paper will be able to conceive, structure, schedule and manage most types of organisational projects.

Prerequisites MSYS111 or equivalent
Restrictions MSYS366

MSYS476 Advanced Operations Management 20 points
This paper introduces the topic of operations management. A practical orientation is taken in the paper, with topics covered including product design, management of waiting lines, facility layout, lean production, learning curves and operations strategy.

Prerequisites MSYS111 or equivalent
Restrictions MSYS376

MSYS477 Advanced Supply Chain Management 20 points
This paper covers concepts important in the management of purchasing, operations, distribution and logistics. It addresses supply chain integration issues related to the production and delivery of products and services to the customer.

Prerequisites MSYS111 or equivalent
Restrictions MSYS377

MSYS490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

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

MSYS495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Management Systems.

MSYS499 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites All 100, 200 and 300-level BMS compulsory papers and at least 40 points at 300-level in the area of study.

Restrictions MSYS599

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management
**MSYS519 Professional Field Internship 30 points**
This paper, usually taken in the New Zealand summer period from November to February, facilitates practical experience building and skills development through an intensive industry internship for graduate-level students. The paper is delivered online, and students will be on-site and at work in their host organisations for 8–13 weeks, based in host organisations in New Zealand or overseas. Assessment items will include weekly electronic interactions with other students taking the paper, a reflective report, and a critical self-assessment of personal skills and knowledge that can lead to further workplace skills development under the self-direction of the student.

**MSYS552 Applied Research Methods and Project 30 points**
This paper provides the opportunity for students at graduate level to produce a research report that reflects their ability to investigate in-depth a business topic of their interest. The report is expected to have value to a practicing manager, rather than having an academic focus. The paper will be delivered solely online. There will be an initial block session over three weeks at the start, which will provide students with the tools to successfully undertake and report on business research of high practical value to organisations.

**MSYS555 E-Business Management 30 points**
A focus on the successful management of e-business applications based on rapidly evolving technologies; from business case to competitive impact.

*Prerequisites*  
MSYS351 or equivalent

**MSYS558 Contemporary Issues in E-Business 30 points**
As new electronic technologies emerge, businesses are faced with many challenges about how best to address the opportunities and threats such technologies present. This seminar and discussion-based paper addresses a range of topical issues associated with e-business and the crucial role they play in the modern-day, global business environment. Particular emphasis will be placed on the role of online social media in business. Students will have an opportunity to investigate related issues of personal interest.

*Prerequisites*  
MSYS351/MSYS451 or equivalent

**MSYS559 E-Business Technologies 30 points**
The internet and web technologies are driving fundamental changes in the way that businesses interact today, and e-business is booming as organisations strive to improve efficiency, enter new markets, or gain competitive advantage through improved business processes, resource management, just-in-time provisioning and business relationships. This paper explores the various concepts and technologies behind such developments, introducing fundamental technologies and approaches on which systems and services are being built today.

*Prerequisites*  
MSYS458 or equivalent or at the discretion of the Chairperson  
*Restrictions*  
Available only to students undertaking the MECom qualification online

**MSYS576 21st Century Logistics 30 points**
In today’s competitive business environment, logistics and supply chain management is increasingly being recognised as a source of competitive advantage. This paper is a treatment, at an advanced level, of a selection of topics in modern logistics and supply chain management such as service operations management, transportation, distribution, logistics, supply chain integration, supply chain strategy, and sustainability. The learning processes will involve lectures, discussions, presentations and assignments.

*Prerequisites*  
MSYS376 or MSYS377 or equivalent
MSYS577 E-Enabled Agile Supply Chains 30 points
Agility is at the cutting edge of supply chain management and is a leading strategy for competing in today's highly competitive global marketplace; and successful agile supply chains are critically dependent on e-business strategies and systems. This paper is based on foundational and current readings in supply chain strategies including agility and e-enabled supply chains. Assessment has been designed to provide students opportunity to demonstrate their understanding of the material and its connection with the business world.

Prerequisites One of MSYS376, MSYS377, MSYS455, MSYS477 or MSYS576, or equivalent

MSYS590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

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

MSYS591 Management Systems Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSYS592 Management Systems Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSYS593 Management Systems Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSYS594 Management Systems Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

Prerequisites MNGT501
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MSYS599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.

Prerequisites All 100, 200 and 300-level BMS compulsory papers.
Restrictions MSYS499
Marketing

Why choose Marketing?
Marketing can open the doors to a huge range of exciting careers – from advertising and brand management, through to strategic marketing and business development.

More than just selling or advertising, marketing is key to the existence and success of any organisation.

Both commercial and not-for-profit organisations exist to satisfy customer needs. Ultimately, it is marketing that decides what products and services the organisation will offer, to which customers, in what way.

Learn about target markets and brands, what drives customer behaviour, how to conduct market research, and creating effective marketing strategies. Develop your skills in product, price, promotion and distribution, all with the aim of acquiring and satisfying customers.

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 bachelor’s 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.

Career opportunities
- Advertising account executive
- Buyer/Purchasing manager
- Market researcher
- Marketing manager
- Retail store manager
- Sales manager

Potential 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

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Dr Alexandra Hess – PhD Adviser
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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 Strategic Marketing Planning
- 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 ‘Available Papers’ link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at 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, which 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 Strategic Marketing Planning
- 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

**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 Strategic Marketing Planning
- MKTG355 Consumer Behaviour
- MKTG352 Marketing Research

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 Marketing and Society
- MNCT501 Research Methods in Management Studies

Remaining papers can be chosen from those ticked for this qualification in the ‘Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

**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 Strategic Marketing Planning
- MKTG352 Marketing Research
- MSYS319 Industry Experience 2 (see note on next page)
Remaining papers can be chosen from those ticked for this qualification in the 'Available Papers' link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects' paper details at www.management.ac.nz/handbook/paperdetails

Note: 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.

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 Strategic Marketing Planning

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Strategic Marketing Planning

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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: 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 on 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 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: 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 on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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: 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 on your programme of study.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.
Paper details

**MKTG151 Introduction to Marketing** 15 points
Marketing affects many aspects of our lives. This paper introduces the study of marketing by discussing key marketing concepts, including international aspects, that impact on our experiences as consumers of goods and services.

Restrictions  MKTG209

**MKTG209 Principles of Marketing** 20 points
An introduction to the principles of marketing. For details see MKTG151. Additional work will be prescribed.

Restrictions  MKTG151

**MKTG251 Strategic Marketing Planning** 20 points
Based on the key concepts of differentiation and competitive positioning, this paper focuses on analysing a company's marketing situation, formulating a winning marketing strategy, and translating it into action in the marketplace.

Prerequisites  MKTG151 or MKTG209

Restrictions  MKTG351

**MKTG255 Consumer Behaviour** 20 points
This paper examines how and why consumers acquire, use, and dispose of goods, services and ideas, with special attention to marketing, advertising, and public policy applications.

Prerequisites  MKTG151 or MKTG209

Restrictions  MKTG355

**MKTG256 Sports and Event Marketing** 20 points
This paper will develop the knowledge and skills needed for students to critique, establish and implement marketing strategies in the sports industry, as well as sport event management.

Prerequisites  MKTG151, MKTG209 or SPLS201.

Restrictions  MKTG356 and MKTG456

**MKTG258 Relationship Marketing** 20 points
This paper identifies the fundamental principles of relationship marketing and operational changes that managers may need to make to implement relationship marketing. It examines the economic and social benefits and costs of relationship marketing relative to transactional marketing. Students will gain insight into the issues of managing marketing relationships in accordance with principles of corporate social responsibility and sustainable society.

Prerequisites  MKTG151 or MKTG209

Restrictions  MKTG358 and MKTG458

**MKTG273 Integrated Marketing Promotions** 20 points
This paper provides students with an applied application of advertising and promotional strategy. Students will understand the importance of these areas in the development of an organisation's brand positioning strategy.

Prerequisites  MKTG151 or MKTG209

Restrictions  MKTG373

**MKTG275 Marketing Interactions** 20 points
This paper examines the principles and practices of creating value-in-use through marketing interactions. It examines integrated marketing communications, digital media, integrated marketing interaction plans, and the total market environment. It focuses especially on value-creating potential in digital culture networks.

Restrictions  MKTG375 and MKTG475
MKTG352 Marketing Research 20 points
The emphasis of this paper will be on developing analytical and logical skills required to undertake effective marketing research.
Prerequisites  MKTG151 or MKTG209

MKTG353 International Marketing 20 points
The unique characteristics of the international environment present a challenge to the marketer’s skills. This paper examines a wide range of issues facing organisations involved in international marketing activities.
Prerequisites  MKTG151 or MKTG209 or with approval of the Chairperson of Department
Restrictions  AGRI303 and MKTG453

MKTG354 Marketing of Services 20 points
This paper is designed to offer a sound base of services marketing theory and the opportunity to practice applying this knowledge to real-life service interactions.
Prerequisites  MKTG151 or MKTG209
Restrictions  MKTG454
Note:  This paper will be delivered to Tauranga via video-conference.

MKTG355 Consumer Behaviour 20 points
This paper examines how and why consumers acquire, use, and dispose of goods, services, and ideas, with special attention to marketing, advertising, and public policy applications.
Prerequisites  MKTG151 or MKTG209
Restrictions  MKTG255 and MKTG455
Note:  This paper will be delivered to Tauranga via video-conference. A minimum of six confirmed enrolments, two weeks before the paper starts, is required for the paper to be offered in Tauranga.

MKTG356 Sports and Event Marketing 20 points
This paper will develop the knowledge and skills needed for students to critique, establish and implement marketing strategies in the sports industry, as well as sport event management.
Prerequisites  MKTG151 or MKTG209 or SPLS201
Restrictions  MKTG256 and MKTG456
Note:  This paper will be delivered to Tauranga via video-conference.

MKTG357 Retail Management 20 points
An exploration of retail marketing and management, this paper introduces key retail marketing principles and trends of consumer products and services.
Prerequisites  MKTG151 or MKTG209

MKTG358 Relationship Marketing 20 points
Relationships are a source of sustainable value creation and well-being. This paper focuses on relational marketing strategy, and will develop for participants a critical insight into the issues of managing marketing relationships in accordance with principles of corporate social responsibility and sustainable society.
Prerequisites  MKTG151 or MKTG209
Restrictions  MKTG258 and MKTG458
Note:  This paper will be delivered to Tauranga via video-conference.
MKTG359 Professional Selling 20 points
The successful salesperson needs to be more customer-oriented, knowledgeable and skilled than ever before. This paper is concerned with developing abilities in these areas, together with an understanding of how theory translates into practice.
Prerequisites  MKTG251 or MKTG351
Restrictions  MKTG459
Note:  This paper will be delivered to Tauranga via video-conference.

MKTG360 Special Topic 20 points
Prerequisites  MKTG151 or MKTG209

MKTG370 Digital Marketing 20 points
Addressing the unique characteristics of the new digital media landscape, this course focuses on emerging information, communication technologies, and social media. The course delves into key issues and challenges to marketers in the age of new media.
Prerequisites  MKTG151 or MKTG209
Restrictions  MKTG452 and MKTG470

MKTG371 Product and Brand Management 20 points
This paper takes a consumer-oriented perspective to brand management. It examines why brands are important, what brands mean to consumers, and issues in building and managing brands over time.
Prerequisites  MKTG251 or MKTG351
Restrictions  MKTG471
Note:  This paper will be delivered to Tauranga via video-conference.

MKTG372 Managing Creativity and Innovation 20 points
To help students create new ideas and manage innovation better, this paper teaches how to release and actualise creative and innovative energies in firms, especially in advertising and product development.
Prerequisites  MKTG151 or MKTG209 or with the approval of Chairperson of Department
Restrictions  MKTG472

MKTG373 Integrated Marketing Promotions 20 points
This paper provides students with an applied application of advertising and promotional strategy. Students will understand the importance of these areas in the development of an organisation's brand positioning strategy.
Prerequisites  MKTG151 or MKTG209
Restrictions  MKTG273

MKTG375 Marketing Interactions 20 points
This paper reflectively examines the principles and practices of informative and communicative marketing interaction in the online age of social networking and social media, and in the context of contemporary digital culture.
Restrictions  MKTG475

MKTG390 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note:  Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

MSYS319 Industry Experience 2 20 points
Please refer to Management Systems
MKTG451 Applied Marketing Strategy 20 points
This paper focuses on the development and application of strategic marketing concepts. Students examine marketing mistakes and participate in an advanced strategy simulation which develops the skills necessary to become a successful marketer.
Prerequisites MKTG251 or MKTG351

MKTG453 International Marketing 20 points
The unique characteristics of the international environment present a challenge to the marketer's skills. This paper examines a wide range of issues facing organisations involved in international marketing activities.
Prerequisites MKTG251 or MKTG351
Restrictions MKTG353 and AGRI303

MKTG454 Marketing of Services 20 points
For details see Marketing MKTG354. Additional work will be prescribed.
Prerequisites MKTG251 or MKTG351
Restrictions MKTG354
Note: This paper will be delivered to Tauranga via video-conference.

MKTG455 Consumer Behaviour 20 points
For details see Marketing MKTG355. Additional work will be prescribed.
Prerequisites MKTG151 or MKTG209
Restrictions MKTG355

MKTG456 Sports and Event Marketing 20 points
This paper will develop the knowledge and skills needed for students to critique, establish and implement marketing strategies in the sports industry, as well as sport event management.
Prerequisites MKTG251 or SPLS201
Restrictions MKTG256 and MKTG356
Note: This paper will be delivered to Tauranga via video-conference. A minimum of six confirmed enrolments, two weeks before the paper starts, is required for the paper to be offered in Tauranga.

MKTG458 Relationship Marketing 20 points
Relationships are a source of sustainable value creation and well-being. This paper focuses on relational marketing strategy, and will develop for participants a critical insight into the issues of managing marketing relationships in accord with principles of corporate social responsibility and sustainable society.
Prerequisites MKTG151 or MKTG209
Restrictions MKTG358

MKTG459 Professional Selling 20 points
The successful salesperson needs to be more customer oriented, knowledgeable and skilled than ever before. This paper is concerned with developing abilities in these areas, together with an understanding of how theory translates into practice.
Prerequisites MKTG251 or MKTG351
Restrictions MKTG359
Note: This paper will be delivered to Tauranga via video-conference. A minimum of six confirmed enrolments, two weeks before the paper starts, is required for the paper to be offered in Tauranga.
MKTG470 Digital Marketing 20 points
Addressing the unique characteristics of the new digital media landscape, this course focuses on emerging information, communication technologies, and social media. This course delves into key issues and challenges to marketers in the age of new media.
Prerequisites MKTG251 or MKTG351
Restrictions MKTG452 and MKTG370

MKTG471 Product and Brand Management 20 points
This paper takes a consumer-oriented perspective to brand management. It examines why brands are important, what brands mean to consumers, and issues in building and managing brands over time.
Prerequisites MKTG251 or MKTG351
Restrictions MKTG371
Note: This paper will be delivered to Tauranga via video-conference. A minimum of six confirmed enrolments, two weeks before the paper starts, is required for the paper to be offered in Tauranga.

MKTG472 Managing Creativity and Innovation 20 points
To help students create new ideas and manage innovation better, this paper teaches how to release and actualise creative and innovative energies in firms, especially in advertising and product development.
Prerequisites MKTG151 or MKTG209
Restrictions MKTG372

MKTG475 Marketing Interactions 20 points
This paper reflectively and critically examines the principles and practices of informative and communicative marketing interaction in the online age of social networking and social media, and in the context of contemporary digital culture and the emerging societal consciousness of a sustainability imperative.
Prerequisites MKTG251
Restrictions MKTG375

MKTG490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

MKTG495 Industry Experience 4 20 points
A period of 4–13 weeks internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.
Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Marketing.

MKTG499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.
Prerequisites All 100, 200 and 300-level BMS compulsory papers, MKTG355, and at least 20 points at 300-level in Marketing.
Restrictions MKTG599
MKTG503 Marketing Healthcare Services 30 points
This course will provide an in-depth understanding of the marketing concepts and theories that apply to healthcare services. For example, students will gain a working knowledge of the principles of consumer behaviour, marketing strategy, specific marketing tools and techniques, and integrated marketing communication, and how to use them in healthcare services. Students will build skills in analysing marketing problems and developing marketing programs and strategies in different healthcare contexts.

Prerequisites MKTG151 or MKTG209, MKTG352

MKTG507 The Research Process: Marketing 30 points
Introduces the key elements in the process for undertaking graduate research. It covers topic selection, literature reviews, quantitative and qualitative methodologies, and research writing.

Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department

MKTG551 Developments in Marketing Strategy 30 points
This advanced level paper uses a student-centred seminar format to explore developments in the marketing literature. Students study both current and classic developments in knowledge about marketing strategy. Selecting a few topics for in-depth study allows students to critically evaluate and extend ideas from the literature. Topics may include market orientation, brand management, new products, pricing, advertising, and others. While earlier marketing strategy courses emphasise what marketing strategy entails and how to make strategy decisions, this course focuses on why.

MKTG552 Advanced Advertising Strategy 30 points
This advanced level paper seeks to deepen students’ knowledge of how advertising and promotions work or don’t work, as the case may be. The paper investigates managerially relevant topics using current theoretical approaches to promotion. The paper’s approach is to start with persuasion and consumer decision-making theory, and move towards a practical understanding of how promotion influences consumers and purchasing behaviour.

Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department

MKTG553 International Marketing 30 points
This advanced level paper aims to find solutions to potential problems that firms entering a global market may face. The paper investigates managerially relevant topics (eg country-of-origin effects, branding and pricing strategies, etc) using the latest theories.

Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department

MKTG554 Service Marketing 30 points
Examines the theoretical underpinnings and practical applications of selected services marketing topics. Through theoretical analysis, examines the complexity and difficulties in creating, managing, and evaluating services.

Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department

MKTG555 Consumer Behaviour 30 points
This advanced level paper uses a student-centred seminar format to explore characteristics of consumers’ decision-making, owning, and consuming behaviour. Students study a wide range of both current and classic developments in the consumer behaviour literature. Choosing a few topics to study closely allows students to critically evaluate and extend ideas in the literature and to draw implications for consumers, policy makers, and marketers.

Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department
MKTG556 Marketing Through the Sports Media 30 points
Development of a critical understanding of marketing through, and management of, the sports media.
Prerequisites Entry is at the discretion of the Chairperson of Department of either Marketing or Sport and Leisure Studies

MKTG557 Marketing and Society 30 points
Society and Marketing examines marketing as a social process, and its social implications from the standpoint of selected contemporary social/societal issues, using an ethnographic research process.
Prerequisites 60 points in Marketing papers, including at least 40 points at 300-level or above, or at the discretion of the Chairperson of Department

MKTG590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

MKTG591 Marketing Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG592 Marketing Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG593 Marketing Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG594 Marketing Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

MKTG599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.
Prerequisites All 100, 200 and 300-level BMS compulsory papers, MKTG355, and at least 20 points at 300-level in Marketing.
Restrictions MKTG499

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management
Public Relations

Why choose Public Relations?
Public relations (PR) is the art of using two-way communication to maintain good relationships between an organisation and its stakeholders. A range of strategic communications are practised within public relations; 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, provide the communication support, and act as a crucial link between organisations and their publics.

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.

Career opportunities
• Event manager
• Internal communication manager
• Media adviser
• Professional fundraiser
• Public affairs manager
• Public relations consultant

Potential employers
• Corporations and small businesses
• Government
• Not-for-profit organisations
• Public affairs agencies
• Public relations firms

Contacts for Public Relations
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Prof David McKie – Graduate Convenor
Location: MSB.4.35D
Phone: +64 7 838 4466 extn 4197
Email: dmckie@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

<p>| Paper Code | Description                                      | BMS | BMS(Hons) | BCS | BCS(Hons) | BECom | 2nd Major | GradCert(PR) | GradDip(PR) | PGCert(PR) | PGDip(PR) | MMS(PR) | MPM(PR) |
|------------|--------------------------------------------------|-----|-----------|-----|-----------|-------|-----------|--------------|-------------|------------|-----------|----------|---------|---------|
| MCOM200    | Management Communication                         | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM220    | Communication Theory and Research                | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM231    | Interpersonal Communication at Work              | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM233    | Public Relations Practices                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM235    | Media and Public Relations                       | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM238    | Communication, Health and Wellbeing              | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM239    | Events and Communication Management              | ✓   | ✓         |     | ✓         |       |           |               |             |            |           |          |         |         |
| MCOM292    | Business Communication                           | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM330    | Professional Speaking and Speechwriting           | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM332    | Professional and Public Relations Writing        | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM333    | Public Relations Campaigns                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM334    | Public Relations Cases                           | ✓   | ✓         | ✓   | ✓         |       |           |               |             |            |           |          |         |         |
| MCOM335    | Media and Public Relations                        | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM336    | Negotiation and Persuasion                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM338    | Communication Interventions                       | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM339    | Events and Communication Management              | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM340    | Communicating Social Change                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM376    | Diversity Leadership                             | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM380    | Special Topic                                     | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM387    | Communication Internship                          | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM390    | Directed Study                                    | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM399    | Communication Investigation in the Workplace      | ✓   |           |     |           |       |           |               |             |            |           |          |         |         |
| MSYS319    | Industry Experience 2                             | ✓   |           |     |           |       |           |               |             |            |           |          |         |         |
| MSYS353    | Smart Technologies and Social Media               | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM430    | Professional Speaking and Speechwriting           | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM431    | Negotiation and Persuasion                        | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM432    | Professional and Public Relations Writing         | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM434    | Public Relations Cases                            | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM438    | Communication Interventions                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM440    | Communicating social change                       | ✓   | ✓         | ✓   |           |       |           |               |             |            |           |          |         |         |
| MCOM476    | Diversity Leadership                             | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM480    | Special Topic                                     | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM490    | Directed Study                                    | ✓   | ✓         |     |           |       |           |               |             |            |           |          |         |         |
| MCOM495    | Industry Experience 4                             | ✓   |           |     |           |       |           |               |             |            |           |          |         |         |
| MCOM499    | Report of an Investigation                        | ✓   |           |     |           |       |           |               |             |            |           |          |         |         |</p>
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<th>Paper Code</th>
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<th>Generic 2nd Major</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.

- 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 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 use the ‘Paper Details’ link, or you can view all subjects’ paper details at 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, which 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 Public Relations are that you must include:
• MCOM233 Public Relations Practices
• MCOM333 Public Relations Campaigns
• MCOM585 Public Relations: Context and Applications

And at least one of the following:
• MCOM335 Media and Public Relations
• MCOM432 Professional and Public Relations Writing

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
• MCOM566 Special Topic
• 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 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 note 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 use the 'Paper Details' link, or you can view all subjects’ paper details at [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note:** MCOM399 is only available if you are undertaking two of the following majors: Leadership Communication, Marketing, or Public Relations.

**Bachelor of Communication Studies with Honours (BCS(Hons))**

To complete the requirements for the BCS(Hons), you must pass 120 points at 500-level, include at least 60 points from one subject area and at least 30 points in research (Directed Study, Dissertation or Research Methods Papers), and submit a Portfolio of Achievement (see the BCS(Hons) qualification information for further details). You must also meet the specific requirements prescribed for any subject.

The specific requirements for Public Relations are that you must include:

- MCOM585 Public Relations: Context and Applications
- MCOM584 Sustainable Futures

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 use the 'Paper Details' link, or you can view all subjects’ paper details at [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)
Note: If you fail a paper or papers (no more than 30 points), then you may repeat the paper once, or take an alternative paper. If you fail more than 30 points you will not be permitted to proceed with the degree.

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 'Available Papers' link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the 'Paper Details' link, or you can view all subjects' paper details at www.management.ac.nz/handbook/paperdetails

Note: 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

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Public Relations 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: 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 on 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 Public Relations are that you must meet with the 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: 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 on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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
- MCOM566 Special Topic
- MCOM576 Intercultural Communication
- 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: 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 on your programme of study.

Master of Professional Management (MPM)
The completion requirements for the MPM depend on 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 on next page)
- MCOM512 Applied Communication Analysis
- MCOM513 Professional and Public Relations Writing
- 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:** 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.

**Paper details**

**MCOM200 Management Communication** 20 points
Please refer to *Leadership Communication*

**MCOM220 Communication Theory and Research** 20 points
Please refer to *Leadership Communication*

**MCOM231 Interpersonal Communication at Work** 20 points
Please refer to *Leadership Communication*

**MCOM233 Public Relations Practices** 20 points
This paper presents various kinds of expertise used by public relations practitioners, such as fundraising, event management, lobbying, community relations, social marketing and more. It is designed to prepare candidates for MCOM333.

**Note:** This paper may not normally be taken towards a Leadership Communication major.

**MCOM235 Media and Public Relations** 20 points
This paper focuses on the skills, principles and practices of managing ethical and sustainable relationships with media professionals. It includes writing for news media, working with social media, and interview skills for media conferences and television appearances.

**Restrictions** MCOM335

**Note:** This paper may not normally be counted towards a Leadership Communication major.

**MCOM238 Communication, Health and Well-being** 20 points
Please refer to *Leadership Communication*

**MCOM239 Events and Communication Management** 20 points
Please refer to *Leadership Communication*

**MCOM292 Business Communication** 20 points
Please refer to *Leadership Communication*

**MCOM330 Professional Speaking and Speechwriting** 20 points
Please refer to *Leadership Communication*

**MCOM332 Professional and Public Relations Writing** 20 points
Please refer to *Leadership Communication*
MCOM333 Public Relations Campaigns 20 points
This paper may not normally be counted towards a Leadership Communication major. It is recommended that BCS students complete MCOM220 prior to enrolling in this paper. This paper will be delivered to Tauranga via video-conference.
Prerequisites MCOM233 and 20 points at 300-level in Public Relations
Note: This paper may not normally be counted towards a Leadership Communication major. It is recommended that BCS students complete MCOM220 prior to enrolling in this paper. This paper will be delivered to Tauranga via video-conference.

MCOM334 Public Relations Cases 20 points
This paper provides students with the concepts and techniques needed to evaluate the public relations strategies of organisations.
Prerequisites MCOM233
Restrictions MCOM434
Note: This paper may not normally be counted towards a Leadership Communication major.

MCOM335 Media and Public Relations 20 points
This paper focuses on the skills, principles and practices of managing ethical and sustainable relationships with media stakeholders. It includes writing for news media, and working with television appearances.
Restrictions MCOM235
Note: This paper may not normally be counted towards a Leadership Communication major. This paper will be delivered to Tauranga via video-conference.

MCOM336 Negotiation and Persuasion 20 points
Please refer to Leadership Communication

MCOM338 Communication Interventions 20 points
Please refer to Leadership Communication

MCOM339 Events and Communication Management 20 points
Please refer to Leadership Communication

MCOM340 Communicating Social Change 20 points
Please refer to Leadership Communication

MCOM376 Diversity Leadership 20 points
Please refer to Leadership Communication

MCOM380 Special Topic 20 points
Please refer to Leadership Communication

MCOM387 Communication Internship 20 points
Please refer to Leadership Communication

MCOM390 Directed Study 20 points
Please refer to Leadership Communication

MCOM399 Communication Investigation in the Workplace 20 points
Please refer to Leadership Communication

MSYS319 Industry Experience 2 20 points
Please refer to Management Systems

MSYS353 Smart Technologies and Social Media 20 points
Please refer to Management Systems
MCOM430 Professional Speaking and Speechwriting 20 points
Please refer to Leadership Communication

MCOM431 Negotiation and Persuasion 20 points
Please refer to Leadership Communication

MCOM432 Professional and Public Relations Writing 20 points
Please refer to Leadership Communication

MCOM434 Public Relations Cases 20 points
This paper provides students with the concepts and techniques needed to evaluate the public relations strategies of organisations.
Prerequisites MCOM233
Note: This paper may not normally be counted towards a Leadership Communication major.

MCOM438 Communication Interventions 20 points
Please refer to Leadership Communication

MCOM440 Communicating Social Change 20 points
Please refer to Leadership Communication

MCOM476 Diversity Leadership 20 points
Please refer to Leadership Communication

MCOM480 Special Topic 20 points
Please refer to Leadership Communication

MCOM490 Directed Study 20 points
Please refer to Leadership Communication

MCOM495 Industry Experience 4 20 points
Please refer to Leadership Communication

MCOM499 Report of an Investigation 20 points
Please refer to Leadership Communication

MSYS453 Advanced Smart Technologies and Social Media 20 points
Please refer to Management Systems

MCOM502 Managing Virtual Team Communication 15 points
Please refer to Leadership Communication

MCOM503 Networking 15 points
Please refer to Leadership Communication

MCOM504 Organisational Change and Communication 15 points
Please refer to Leadership Communication

MCOM505 Internal Communication 15 points
Please refer to Leadership Communication

MCOM506 Reputation Management 15 points
Please refer to Leadership Communication

MCOM508 Communication for Investor Relations 15 points
Please refer to Leadership Communication
MCOM512 Applied Communication Analysis 30 points
The objective of this paper is to understand how to conduct analysis and dissemination of data related to questions about communication. It provides an introduction to analysis of quantitative and qualitative data and to disseminating the results of these analyses.
Restrictions MCOMC510, MCOM511

MCOM513 Professional and Public Relations Writing 15 points
This paper focuses on the theory and practice of written communication in public relations and other professional contexts. Students learn to design, write and edit a portfolio of documents, including a brochure, an annual report narrative, and a newsletter.
Restrictions MCOM332, MCOM432
Note: This paper is available only to MPM(PR) students.

MCOM517 Internship and Action Research for Public Relations 15 points
This internship or action research project provides the opportunity to gain practical work-based experience with a public relations department or agency.
Note: This paper is available only to MPM(PR) students.

MCOM518 Public Relations Best Practice – an Investigation 15 points
This paper provides the opportunity to complete a directed investigation of a public relations topic.
Restrictions Students are required to identify a topic and arrange a supervisor before enrolling in this paper.
Note: This paper is available only to MPM(PR) students.

MCOM519 Applied Research in Public Relations 30 points
This paper allows for a directed, applied research project on a public relations topic.
Equivalents MCOM591
Restrictions Students are required to identify a topic and arrange a supervisor before enrolling in this paper.
Note: This paper is available only to MPM(PR) students.

MCOM532 Public Relations Cases 15 points
This paper focuses on communication case studies which highlight the practical and ethical dilemmas confronting public relations professionals. It will provide students with the ability to apply public relations concepts in a diverse range of contexts.
Note: This paper is delivered via a blended method with online lectures and weekly face-to-face discussions. This paper is available only to MPM(PR) students.

MCOM566 Special Topic 30 points
Please refer to Leadership Communication

MCOM576 Intercultural Communication 30 points
Please refer to Leadership Communication

MCOM579 Communication in Organisations 30 points
Please refer to Leadership Communication

MCOM583 Leadership, Communication and Transformation 30 points
Please refer to Leadership Communication

MCOM584 Sustainable Futures 30 points
Please refer to Leadership Communication
MCOM585 Public Relations: Context and Applications 30 points
Please refer to Leadership Communication

MCOM587 Communication Internship 30 points
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MCOM589 Directed Study 15 points
Please refer to Leadership Communication

MCOM590 Directed Study 30 points
Please refer to Leadership Communication

MCOM591 Management Communication Dissertation 30 points
Please refer to Leadership Communication

MCOM592 Management Communication Dissertation 60 points
Please refer to Leadership Communication

MCOM593 Management Communication Thesis 90 points
Please refer to Leadership Communication

MCOM594 Management Communication Thesis 120 points
Please refer to Leadership Communication

MCOM599 Report of an Investigation 30 points
Please refer to Leadership Communication

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management
Social Enterprise

Why choose Social Enterprise?

Social enterprises are businesses that serve the public interest – it’s about more than just working for profit.

You will develop a critical awareness of the contribution that social enterprise can make to enhance the well-being of people and planet.

You will study the relationships between business, government and community, alongside topics traditionally associated with not-for-profit/non-governmental organisations and the community sector.

Social Enterprises are driven by entrepreneurs with a conscience, who develop services that deliver social, cultural, financial and environmental benefits to improve the well-being of communities and individuals. These organisations may be as big as Oxfam or Greenpeace, or as small as a community craft market.

Career opportunities

• Community services manager
• Manager for an organisation that has a social responsibility commitment
• Manager for a charitable trust or community-based organisation
• Manager for a fundraising organisation

Potential 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

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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

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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: 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 on 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 Graduate Convenor to discuss an appropriate personal programme of study 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
- DEV505 Governance and Nation Building
- HRMG574 Women and Organisations
- LBST541 Labour, Education and Training 1: Issues and Policies
- 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: 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 on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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
• 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 Policies
• 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: 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 on your programme of study.

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.

Paper details

SCEN301 Engaging with Social Enterprise and Community 20 points
This paper will provide students with an introduction to the enterprise of community sector. Students will engage in theoretical and practical components of this sector.

ACCT507 Accounting, Sustainability and a Changing Environment 30 points
Please refer to Accounting

ACCT512 Organisations and Society 30 points
Please refer to Accounting

DEV5505 Governance and Nation Building 30 points
Please refer to the University of Waikato Calendar

HRMG574 Women and Organisations 30 points
Please refer to Human Resource Management

LBST541 Labour, Education and Training 1: Issues and Policies 15 points
Please refer to the University of Waikato Calendar

LBST542 Labour, Education and Training 2: Applied Research Project 15 points
Please refer to the University of Waikato Calendar

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

SCEN501 Social Enterprise in Context 30 points
A critical examination of the contribution of social enterprise to human flourishing and environmental stewardship in the context of intensifying globalisation.
Equivalent  MNFP501

SCEN502 Management and Social Enterprise 30 points
Achieving a balance between 'social' and 'enterprise' objectives may not be straight forward. This paper examines some of the issues that may arise when managing a social enterprise. The focus is typically at the micro/organisation level.
Equivalent  MNFP502
SCEN503 Practicum: Social Enterprise 30 points
The study of methodological issues in organisational research and an application of this learning, through an applied project examining the contribution of social enterprise to human flourishing and environmental stewardship, in the context of intensifying globalisation.
Prerequisites SCEN501 and SCEN502
Equivalents MNFP503

SCEN504 Issues in Third Sector Research 30 points
Equivalents MNFP504

SCEN590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.
Equivalents MNFP590
Note: Students are required to arrange a supervisor and identify a topic before enrolling in the paper.

SCEN591 Social Enterprise Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.
Equivalents MNFP591
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

SCEN592 Social Enterprise Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.
Equivalents MNFP592
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

SCEN593 Social Enterprise Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.
Equivalents MNFP593
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

SCEN594 Social Enterprise Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.
Equivalents MNFP594
Note: The Guidelines for Research Course form must be approved by the department’s Graduate Convenor prior to enrolment in this paper.

SOCP506 Social Policy: Comparative Approaches 15 points
Please refer to the University of Waikato Calendar

STMG524 Entrepreneurship, Theory and Practice 30 points
Please refer to Strategic Management

STMG580 Strategies for Sustainability 30 points
Please refer to Strategic Management
Strategic Management

Why choose Strategic Management?
Strategic Management is all about envisioning the future, finding new market 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 a company’s 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.

Career opportunities
• Business analyst/manager
• Business consultant
• Business development manager
• General manager
• Management consultant
• New venture consultant

Potential employers
• Consultancy firms
• Government organisations
• Industry and professional organisations
• International companies
• Large corporates
• Self-employment

Contacts for Strategic Management

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Location: MSB.4.33
Phone: +64 7 838 4466 extn 4837
Email: kpav@waikato.ac.nz
Subject papers

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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 Strategic Management are that you must include at least 80 points (four papers) in STMG coded papers, or at least 60 points (three papers) if you are taking the International Management specialisation for this major.

If 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 International Management for your Strategic Management major (see note on next page).

To complete the requirements for this Specialisation you must include:
• INMG311 The International Business Environment
• INMG412 International Business Strategy

And choose 20 points from:
• INMG317 Doing Business Internationally
• POLS314 European Integration
• ECON306/406 International Trade and Finance
• FINA417 International Corporate Finance
• MCOM376/476 Communicating Across Cultures
• MKTG353/453 International Marketing

Papers can be chosen from those ticked for this qualification in the 'Available Papers' link or you can view all subjects' tick-chart tables. Paper offerings can change; for full details of available papers use
the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

**Note:** At the time of printing the offering of this International Management specialisation was still subject to internal approval processes and therefore may not be available in 2016.

**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, which 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, or at least 60 points (three papers) if you are taking the International Management specialisation for this major.

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.

It is also possible to include a Specialisation in International Management for your Strategic Management major (see note).

To complete the requirements for this Specialisation you must include:

- INMG311 The International Business Environment
- INMG412 International Business Strategy

And choose 20 points from:

- INMG317 Doing Business Internationally
- POLS314 European Integration
- ECON306/406 International Trade and Finance
- FINA417 International Corporate Finance
- MCOM376/476 Communicating Across Cultures
- MKTG353/453 International Marketing

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:** At the time of printing the offering of this International Management specialisation was still subject to internal approval processes and therefore may not be available in 2016.

**Bachelor of Electronic Commerce (BECOM)**

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

The specific requirements for Strategic Management are that you must include:

- STMG222 Net Ready: Navigating the Competitive Landscape
- STMG324 Entrepreneurship and Innovation
- MSYS319 Industry Experience 2 (see note on next page)

And choose 60 points from:

- STMG285/385 Strategy for Enterprise
- INMG311 The International Business Environment
- INMG317 Doing Business Internationally
- STMG330/430 Management, Technology and Organisation
• STMG346/446 Managing Innovation
• 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 use the 'Paper Details' link, or you can view all subjects’ paper details at [www.management.ac.nz/handbook/paperdetails](http://www.management.ac.nz/handbook/paperdetails)

**Note:** If you are taking Strategic Management as a second major for the BECom, then MSYS319 may be replaced with an additional paper from the list of elective papers.

**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](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.

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](http://www.management.ac.nz/handbook/paperdetails)

**Note:** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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](http://www.management.ac.nz/handbook)

**Note:** You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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:** 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 on 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 Strategic Management are that you must meet with the 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:** 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 on your programme of study.

**Master of Management Studies (MMS)**

The completion requirements for the MMS depend on 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 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 MMS 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:** 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 on your programme of study.

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

Contact the department’s Graduate Convenor.
Paper details

**MNGT100 Management and Sustainability** 15 points
Please refer to Management

**STMG191 Introduction to Management** 15 points
This paper provides an appreciation of management essentials and the role of managers in a contemporary context.

*Note:* Students without the required background in literacy may be directed to take MCOM104 before attempting STMG191.

**STMG192 The Entrepreneur** 15 points
Entrepreneurs face many paradoxes in their endeavours and this paper will help you to examine the types, characteristics, skills and conditions that build successful entrepreneurs.

**STMG222 Net Ready: Navigating the Competitive Landscape** 20 points
A web-based study of management in action.

**STMG244 Strategies for People, Planet and Profit** 20 points
A future focused on people, planet and profit is within reach. The paper looks at new paradigms for the future of business and how sustainability drives innovation and growth.

*Restrictions* STMG344

**STMG285 Strategy for Enterprise** 20 points
This course focuses on growth strategies for emerging enterprises and the particular challenges of family businesses.

*Prerequisites* STMG191

*Restrictions* STMG385

**HRMG343 Business Research Methods** 20 points
Please refer to Human Resource Management

**HRMG374 Gender and Diversity Management** 20 points
Please refer to Human Resource Management

**INMG311 The International Business Environment** 20 points
Please refer to International Management

**INMG317 Doing Business Internationally** 20 points
Please refer to International Management

**MSYS319 Industry Experience 2** 20 points
Please refer to Management Systems

**SCEN301 Engaging with Social Enterprise and Community** 20 points
Please refer to Social Enterprise

**STMG316 New Venture Creation** 20 points
This paper completes the BEntre and is an action-based research project where students put their learning from the degree into action and develop a new venture. The paper ends with the Dragon’s Den-type competition, with the winning students having access to mentoring and some funding to assist in the development of the venture.

*Prerequisites* STMG321, STMG391

*Note:* This paper is only available to students enrolled in the BEntre.
STMG321 Entrepreneurial Opportunity Recognition 20 points
This paper provides an overview of the entrepreneurial opportunity recognition/evaluation process by examining how people, the industry, and the social environment interact as an individual identifies or creates and shapes entrepreneurial and organisational opportunities. Entrepreneurial strategies for information gathering and analysis are introduced, as well as strategies for developing the entrepreneur’s network of intellectual and financial support.

STMG324 Entrepreneurship and Innovation 20 points
This paper will provide students with an appropriate level of practical and theoretical tools required to develop and operate an entrepreneurial business.
Note: This paper will be delivered to Tauranga via video-conference.

STMG325 Self Actualising Leadership 20 points
This paper explores self-actualising leadership. Students will be involved in aligning their inner and outer worlds in a journey of discovering what energises and guides their purpose.

Restrictions STMG425

STMG330 Management Technology and Organisation 20 points
An examination of management and organisational implications of technology, including aspects of technology and technological change, new technology and work, and the management of technology.
Restrictions STMG430

STMG344 Management for People, Planet and Profit 20 points
Today’s global marketplace is more competitive, more transparent, more culturally and politically diverse, and more fluid than ever before. This paper prepares future business leaders to be able to navigate the legal, ethical and cultural demands of government and society.

STMG346 Managing Innovation 20 points
It is commonly acknowledged that innovation has become widely recognised as key to competitive success. In this paper students will explore how innovation is a core business process that requires careful management. It draws attention to emerging issues such as networks of suppliers, customers and others external to the firm to stimulate, support and sustain innovation.
Prerequisites STMG191 or at the discretion of the Graduate Convenor.
Restrictions STMG446

STMG385 Strategy for Enterprise 20 points
This course focuses on growth strategies for emerging enterprises and the particular challenges of family businesses.
Restrictions STMG285 and STMG485

STMG388 Strategic Alliances and Networks 20 points
This paper focuses on identifying the key structures and processes required for the successful management and evolution of these co-operative modes of business.

STMG391 Strategic Management 20 points
A study of decision-making and policy formulation in a business environment.
Prerequisites FINA201 and HRMG241 and MKTG151 (for BMS students), or at the discretion of the Chairperson of Department (for non-BMS students)

HRMG444 Organisational Development and Change 20 points
Please refer to Human Resource Management

HRMG445 Career Management and Development 20 points
Please refer to Human Resource Management
HRMG474 Gender and Diversity Management 20 points
Please refer to Human Resource Management

INMG412 International Business Strategy 20 points
Please refer to International Management

STMG424 Entrepreneurship and Innovation 20 points
This paper will blend the academic tools required to develop and operate an entrepreneurial business with the practical approach to make such a business financially successful and personally rewarding.
Note: This paper will be delivered to Tauranga via video-conference.

STMG425 Self-Actualising Leadership 20 points
This paper allows students the opportunity to explore inspiration, passion and purpose in organisations.
Restrictions  STMG325

STMG430 Management Technology and Organisation 20 points
This paper examines the organisational and management implications of technology.
Restrictions  STMG430

STMG446 Managing Innovation 20 points
Innovation has become widely recognised as key to competitive success. In this paper, students will explore how innovation is a core business process that requires careful management. It draws attention to emerging issues such as networks of suppliers, customers and others external to the firm to stimulate, support and sustain innovation.
Prerequisites  STMG191 or at the discretion of the Graduate Convenor.
Restrictions  STMG346

STMG483 Strategic Leadership 20 points
This paper provides an expanded study of strategic content and process through a focus on the composition and influence of top managers.
Prerequisites  STMG391 or at the discretion of the Chairperson of Department or Graduate Convenor

STMG488 Strategic Alliances and Networks 20 points
This paper examines the strategic implications of managing in a networked world.
Restrictions  STMG388

STMG490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.
Note: Students are required to arrange a supervisor and identify a topic before enrolling in this paper.

STMG495 Industry Experience 4 20 points
A period of 4–13 weeks’ internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

STMG499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.
Prerequisites  All 100, 200 and 300-level BMS compulsory papers and two 300-level papers in the area of study.
Restrictions  STMG599
INMG501 E-Global Business: Strategic Management and Marketing 30 points
Please refer to International Management

INMG517 Current Issues in International Management 30 points
Please refer to International Management

INMG588 International Business Strategy 30 points
Please refer to International Management

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

SCEN501 Social Enterprise in Context 30 points
Please refer to Social Enterprise

SCEN502 Management and Social Enterprise 30 points
Please refer to Social Enterprise

STMG512 Strategic Innovation 30 points
Innovation has a crucial role in the competitive positioning and performance of organisations, for example, in creating new products, identifying new markets, transforming industries, and revitalising mature organisations. In this paper the latest research on the nature of strategic innovation will be discussed and evaluated using a seminar format.

Prerequisites  
STMG391

STMG524 Entrepreneurship, Theory and Practice 30 points
Entrepreneurship and new venture creation provide a major impetus for economic growth and development. In this paper the key issues and questions relating to theoretical perspectives of entrepreneurship will be explored, and the latest research on entrepreneurship discussed and critically evaluated.

STMG555 Foundations of Strategy and Organisation 30 points
The paper will provide the opportunity to evaluate and discuss the dominant theories in contemporary organisational and strategic research. A particular focus will be on the degree to which the theories explain real business issues.

Prerequisites  
HRMG342 or PSYC317 or STMG391

STMG556 Competitive Advantage Through Work-Family Practices 30 points
There is increasing recognition within both the workplace and society that work-family balance is important. Work-family balance is a specific workplace issue which has been empirically found to influence individual and firm performance.

Prerequisites  
Entry is at the discretion of the Chairperson of Department

STMG560 Conscious Enterprise 30 points
This paper examines the nature of spirit and enterprise. Students deconstruct the subject of enterprise and then reconstruct through an understanding of spiritual capital and inner leadership.

Prerequisites  
Entry is at the discretion of the Chairperson of Department

STMG580 Strategies for Sustainability 30 points
This paper aims to enhance students’ understanding of sustainability issues confronting today’s managers and to develop ability in analysing situations and in formulating strategies where sustainability business concerns are implicated.

Prerequisites  
STMG391
STMG590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of academic staff.

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

STMG591 Strategic Management Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

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

STMG592 Strategic Management Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

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

STMG593 Strategic Management Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

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

STMG594 Strategic Management Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

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

STMG599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.

*Prerequisites:* All 100, 200 and 300-level BMS compulsory papers and two 300-level papers in the area of study.

*Restrictions:* STMG499
Supply Chain Management

Why choose Supply Chain Management?
Companies use supply chain management to make their operations more efficient and responsive, and therefore more competitive, profitable and sustainable.

From production line to store shelf, a practical understanding of how to effectively manage the resources of an organisation is invaluable.

For example, the average potato chip goes through quite a journey, from being buried in the earth to cooked and served on your plate. That journey – from the ground to the factory, distributor, wholesaler, retailer and customer – is an example of a supply chain. The more efficient the supply chain, the better it is for business.

Students will learn about integrating a company’s internal departments (such as marketing, manufacturing and procurement), and creating a smooth supply chain from raw goods through to 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.

Career opportunities
- B2B electronic commerce co-ordinator
- Logistics manager
- Operations manager
- Purchasing agent
- Supply chain manager

Potential employers
- Government departments
- International consultancy practices
- Large corporates
- Manufacturing or service organisations
- Medium-sized domestic companies

Contacts for Supply Chain Management

AProf Chuda Basnet
Location: MS8.G.03
Phone: +64 7 838 4562
Email: chuda@waikato.ac.nz

Natalie Walmsley – Department Administrator
Location: MS8.G.01
Phone: +64 7 838 4561
Email: nwalm@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 'Available Papers’ link or you can view all subjects’ tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at 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, which 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 note below)

If you are taking two majors you can count either the compulsory 599 or MNGTS96 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 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 'Available Papers’ link or you can view all subject tick-chart tables. Paper offerings can change; for full details of available papers use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

Note: 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

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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 note 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

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

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department's Graduate Convenor.
Paper details

MSYS111 Integrated Thinking: E-Business and Supply Chain Management 15 points
   Please refer to Management Systems

MSYS121 The World of Electronic Commerce 15 points
   Please refer to Management Systems

MSYS212 The Techno-Savvy Manager 20 points
   Please refer to Management Systems

MSYS221 Entrepreneurial Electronic Commerce 20 points
   Please refer to Management Systems

MSYS277 Global Supply Chain and Logistics 20 points
   Please refer to Management Systems

MSYS319 Industry Experience 2 20 points
   Please refer to Management Systems

MSYS335 Managerial Decision-making 20 points
   Please refer to Management Systems

MSYS358 E-Business Implementation 20 points
   Please refer to Management Systems

MSYS365 Business Analysis and Consultancy 20 points
   Please refer to Management Systems

MSYS366 Managing Projects 20 points
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MSYS376 Operations Management 20 points
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MSYS377 Supply Chain Management 20 points
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MSYS390 Directed Study 20 points
   Please refer to Management Systems

MSYS435 Advanced Managerial Decision-making 20 points
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MSYS458 Advanced E-Business Implementation 20 points
   Please refer to Management Systems

MSYS465 Advanced Business Analysis and Consultancy 20 points
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MSYS466 Advanced Project Management 20 points
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MSYS476 Advanced Operations Management 20 points
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MSYS477 Advanced Supply Chain Management 20 points
   Please refer to Management Systems

MSYS490 Directed Study 20 points
   Please refer to Management Systems
MSYS495 Industry Experience 4 20 points
Please refer to Management Systems

MSYS499 Report of an Investigation 20 points
Please refer to Management Systems

MSYS558 Contemporary Issues in E-Business 30 points
Please refer to Management Systems

MSYS576 21st Century Logistics 30 points
Please refer to Management Systems

MSYS577 E-Enabled Agile Supply Chains 30 points
Please refer to Management Systems

MSYS599 Report of an Investigation 30 points
Please refer to Management Systems
Tourism Management

Note: Hospitality Management and Tourism Management are only available for students who were previously taking the major/s. No new enrolments in these majors will be possible. If you have any questions please contact the Management Student Centre (MSC).

Why choose Tourism Management?

Tourism is one of the world’s biggest industries and has a significant impact on 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.

Tourism Management involves predicting the future – working out what people will want from their leisure and travel pursuits and how those wants are implemented and managed.

You will 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 (see note) are available as a subject or major for several specific qualifications; for details of these please see ‘Qualification and Specific Subject Requirements’. If you are not enrolled in a bachelors degree that lists Tourism Management or Hospitality Management as an available subject you may still take one as a second major; please see ‘Qualification and Specific Subject Requirements’ and look under Generic 2nd Major.

Career opportunities

• Events planner
• Government policy adviser
• Hotel and resort manager
• Regional or national tourism planner
• Sport and leisure programme promoter
• Tourism consultant
• Tourism operations manager

Potential 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

AProf Asad Mohsin – BTour(THMgt) Convenor
Location: MSB.3.20
Phone: +64 7 838 4466 extn 5061
Email: amohsin@waikato.ac.nz

AProf Tim Lockyer – Graduate Convenor
Location: MSB.3.34
Phone: +64 7 838 4466 extn 6321
Email: lockyer@waikato.ac.nz

Prof Alison McIntosh – Graduate Convenor (MMS)
Location: MSB.2.29
Phone: +64 7 838 4466 extn 4962
Email: mcintosh@waikato.ac.nz

Dr Jenny Cave – Graduate Convenor (PhD)
Location: MSB.4.11
Phone: +64 7 838 4466 extn 6233
Email: cavej@waikato.ac.nz

Maria Fitzgerald – Administration Manager
Location: MSB.2.16
Phone: +64 7 838 4758
Email: mfitzy@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)

Please note that Tourism Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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

The specific requirements for Tourism Management are that you must include:

- TOMG200 Tourism Management and the Environment
- TOMG201 Tourism Management
- TOMG307 Managing Tourism Demand and Behaviour
- 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 use the ‘Paper Details’ link, or you can view all subjects’ paper details at www.management.ac.nz/handbook/paperdetails

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

Please note that Tourism Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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, which 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 Tourism Management are that you must include:

- TOMG200 Tourism Management and the Environment
- TOMG201 Tourism Management
- TOMG502 Tourism Development and the Environment
And at least one of:
• TOMG307 Managing Tourism Demand and Behaviour
• TOMG409 Destination 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

**Bachelor of Tourism (BTour(THMgt))**

Please note that Tourism Management is only available for students who were previously enrolled in the BTour(THMgt). No new enrolments in this degree will be possible. If you have any questions please contact the Management Student Centre (MSC).

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 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, TOMG496 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

**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 Management in Tourism
• 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: 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
Please note that Tourism Management is only available for students who were previously taking the major. No new enrolments in this major will be possible. If you have any questions please contact the Management Student Centre (MSC).

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 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:

- TOMG210 Cruise Ship Tourism
- TOMG304 Tourism and Hospitality Law
- TOMG306 Hospitality Management Decision-making
- TOMG310 Global Cruise Destinations
- MKTG354/454 Marketing of Services
- STMG385 Strategy for Enterprise
- TOMG405 Entrepreneurship in Tourism and Hospitality
- TOMG406 Hospitality Operations and Sustainable Management
- TOMG409 Destination Management
- 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 Decision-making
• TOMG307 Consumer Perspectives in the Tourism and Hospitality Industry
• TOMG380 Aviation Management
• MKTG354/454 Marketing of Services
• TOMG404 Event Management Strategies
• TOMG405 Entrepreneurship in Tourism and Hospitality
• TOMG406 Hospitality Operations and Sustainable Management
• TOMG409 Destination Management
• 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: You may need to meet any additional paper prerequisites unless a waiver is obtained and depending on 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 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: 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 on 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: 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 on your programme of study.

Master of Management Studies (MMS)
The completion requirements for the MMS depend on 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 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 MMS 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):
• TOMG502 Tourism Development and the Environment

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

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

Master of Philosophy (MPhil) and Doctor of Philosophy (PhD)
Contact the department’s Graduate Convenor.
Paper details

**TOMG101 Introduction to Tourism and Hospitality** 15 points
This paper gives students an understanding of tourism and hospitality from a management perspective, its organisations and structures, the characteristics of tourists, concepts of supply and demand, impacts of tourism activity, and the sustainable future of this global industry.

*Restrictions*  TOMG201

**TOMG110 Cruise Ship Tourism** 15 points
This paper introduces students to the daily operational management of the cruise ship industry, from an on land basis to 'life at sea', and an understanding of the unique global environment in which cruise tourism operates.

*Restrictions*  TOMG210

**TOMG200 Tourism Management and the Environment** 20 points
This paper introduces the sustainable planning and management dimensions of tourism's relationship with the natural, cultural and built environments. The principal focus is on the impacts of tourist behaviour on the different environmental components, and the practical management techniques that exist to manage these issues.

*Note:* This paper will be delivered to Tauranga via video-conference.

**TOMG201 Tourism Management** 20 points
This paper gives students an understanding of tourism and hospitality from a management perspective, its organisations and structures, the characteristics of tourists, concepts of supply and demand, impacts of tourism activity, and the sustainable future of this global industry.

*Restrictions*  TOMG101

*Note:* The (BLK) offering is only available to students taking the Technology Teaching specialisation for the Graduate Diploma in Tourism and Hospitality Management.

**TOMG202 Managing Tourism Demand and Behaviour** 20 points
This paper examines the general concepts of consumer behaviour, motivations and purchase decisions derived from marketing and applied in the specific and unique context of tourism.

*Restrictions*  TOMG307

*Note:* This paper will be delivered to Tauranga via video-conference.

**TOMG206 Food and Beverage Management** 20 points
The purpose of this paper is to give students a firm understanding of the management principles and actions involved in the production, control, management and planning of food and beverage operations within the hospitality industry.

*Corequisites*  TOMG216

*Restrictions*  TOMG205

**TOMG207 Accommodation Management** 20 points
This paper gives students a firm management understanding of accommodation management, including areas such as yield management, the reservation cycle, housekeeping, and front office services and staff operations requirements.

*Corequisites*  TOMG217

*Restrictions*  TOMG205

**TOMG210 Cruise Ship Tourism** 20 points
This paper introduces students to the daily operational management of the cruise ship industry, from an on land basis to 'life at sea', and an understanding of the unique global environment in which cruise tourism operates.

*Restrictions*  TOMG110
TOMG216 Food and Beverage Management Placement 0 Points
Please refer to Hospitality Management

TOMG217 Accommodation Management Placement 0 Points
Please refer to Hospitality Management

MKTG354 Marketing of Services 20 points
Please refer to Marketing

STMG385 Strategy for Enterprise 20 points
Please refer to Strategic Management

TOMG304 Tourism and Hospitality Law 20 points
Students will gain knowledge of tourism hospitality law through practical applications in industry contexts. This paper will also examine human resources and ethics in a tourism and hospitality context.
Note: This paper will be delivered to Tauranga via video-conference.

TOMG306 Tourism and Hospitality Management Decision-making 20 points
The ability to control assets and make appropriate decisions is an important part of successful management within the tourism and hospitality industry. This paper considers financial topics specifically related to the industry and organisational management, and provides students with an understanding of management and decision-making within the tourism and hospitality industry.
Note: This paper will be delivered to Tauranga via video-conference.

TOMG307 Managing Tourism Demand and Behaviour 20 points
This paper provides an insight into tourist behaviour within the tourism and hospitality industry. Managers in the tourism/hospitality industry need to understand how and why tourists select specific hotels, resorts, restaurants, airlines, tour operators; and how tourists view their products and services compared to their competitors’ offerings. This insight and knowledge enables service concepts and products to be designed, packaged and promoted in a way that will attract their target markets.
Restrictions TOMG202
Note: This paper will be delivered to Tauranga via video-conference.

TOMG309 Sustainable Events Operations and Venue Management 20 points
This paper will focus on best practice in the development and operations of the sustainable management of tourism, hospitality and event venues.
Note: This paper will be delivered to Tauranga via video-conference.

TOMG310 Global Cruise Destinations 20 points
This paper provides an understanding of global cruise ship destinations, and the required research, planning, infrastructure, environmental, social and political issues that need to be considered and managed. It has a particular focus on cruise destinations of New Zealand and the South Pacific.

TOMG390 Practical Research in Tourism and Hospitality 20 points
This paper leads students though the sequential steps of identifying research issues, planning and conducting data collection, analysis, interpretation and reporting in a sustainable tourism environment.
Note: This paper will be delivered to Tauranga via video-conference.

MKTG454 Marketing of Services 20 points
Please refer to Marketing

TOMG404 Event Management Strategies 20 points
This paper will provide students with knowledge, concepts and skills necessary to develop strategic events initiatives for the demanding visitor industry by analysing and evaluating trends, best practice and potential strategic responses.
Note: This paper will be delivered to Tauranga via video-conference.
TOMG405 Entrepreneurship in Tourism and Hospitality 20 points
This paper is centred on the entrepreneurial activities within the tourism and hospitality industries. The purpose of this paper is to investigate strategic, marketing and financial issues in the entrepreneurial development of sustainable tourism and hospitality businesses in New Zealand and the Pacific.

Note: The (BLK) offering is only available to students taking the Technology Teaching specialisation for the Graduate Diploma in Tourism and Hospitality Management. The (TGA) offering will be delivered to Tauranga via video-conference.

TOMG406 Hospitality Operations and Sustainable Management 20 points
This paper will provide a clear understanding of the main areas of management, and the importance of sustainability within the hospitality industry. It builds and brings together key areas of study such as location, marketing, human resources, empowerment, resource management and yield management within a sustainable business and management model.

Note: This paper will be delivered to Tauranga via video-conference.

TOMG409 Destination Management 20 points
This paper focuses on destination management from a marketing, sustainable tourism planning, and tourism policy perspective. There is a particular focus on destination capacity, sustainability, and managing the visitor at the destination. The paper also explores destination evolution.

Note: This paper will be delivered to Tauranga via video-conference.

TOMG490 Directed Study 20 points
This paper is available only to Waikato Management School students with the approval of the Chairperson of Department.

Prerequisites Entry is at the discretion of the Chairperson of Department, or BTour Convenor, or Graduate Convenor.

Note: Students are required to consult with and obtain approval of the Graduate Convenor before enrolling in this paper.

TOMG495 Industry Experience 4 20 points
A period of 4–13 weeks’ internship is spent in a host organisation with relevance to the student’s major, located in New Zealand or overseas. Students find their own host organisation, which is then approved by the departmental co-ordinator. In addition to the time spent in the host organisation, weekly small group electronic discussions about work experiences, a self-evaluation of performance, and a report reflecting on the internship and the completion of the agreed self-directed research topics form the three academic assessment components.

Prerequisites All 100, 200 and 300-level BMS core compulsory papers and at least 40 points at 300-level in Tourism Management.

TOMG496 Tourism and Hospitality Internship: From Theory to Practice 20 points
The paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisation setting within the tourism and/or hospitality sectors.

Prerequisites Permission of the Chairperson of Department of Tourism and Hospitality Management. To enrol in this paper normally at least a B+ grade average will be required. This grade average will be based on all 200 and 300-level papers completed for the degree in which the student is enrolled.

TOMG497 Tourism and Hospitality Internship: From Theory to Practice Points 40
The paper will provide selected students with the opportunity to gain practical work experience and apply their theory-based knowledge in an organisation setting within the tourism and/or hospitality sectors.

Prerequisites Permission of the Chairperson of Department of Tourism and Hospitality Management. To enrol in this paper normally at least a B+ grade average will be required. This grade average will be based on all 200 and 300-level papers completed for the degree in which the student is enrolled.
TOMG499 Report of an Investigation 20 points
Directed investigation of an approved topic, available only to students enrolled in the BMS degree.

Prerequisites  All 100, 200 and 300-level BMS compulsory papers, and at least 40 points at 300-level in the area of study.

Restrictions  TOMG599

ANTH515 Ethnographic Research 15 points
Please refer to the University of Waikato Calendar

DEVS504 State Policies on Indigenous Development 30 points
Please refer to Development Studies

GEOG521 Advanced Tourism Research 30 points
Please refer to the University of Waikato Calendar

MNGT501 Research Methods in Management Studies 30 points
Please refer to Management

TOMG501 International Tourism and Hospitality Marketing 30 points
This paper provides students with an in-depth understanding of skills and knowledge required in tourism and hospitality marketing and research from an international perspective. The paper covers an appraisal of international tourism and hospitality markets; an understanding of diversity and differences; strategies for international tourism and hospitality marketing; and the use and role of research.

TOMG502 Tourism Development and the Environment 30 points
This paper provides students with an opportunity to learn about the tourism industry, and to appreciate the different management issues from a tourism perspective.

TOMG503 Hotel and Resort Management 30 points
This paper provides students with an awareness of the essential issues involved in the management and operations specific to hotels and resorts. It covers definitions and history of the hotel and resort industry; resort planning and development; lodging and resort management; and operations.

TOMG505 Tourism and Hospitality Enterprises 30 points
This paper provides students with an awareness of the essential issues of accounting and financial management practices in the tourism industry. It covers the provision of financial planning and control purposes, accounting for management decisions and reporting, financial assessment and analysis of the establishment.

TOMG510 Heritage Management in Tourism 30 points
This paper addresses the significance of contemporary cultural heritage for tourism in a globalised world, and provides an understanding of the key issues and wider contexts of the planning, promotion and sustainable management of heritage resources for tourism, with implications for hospitality.

TOMG514 Tourism and Hospitality Management Control and Decision-making 15 points
Please refer to Hospitality Management

TOMG515 Entrepreneurship in Tourism and Hospitality 15 points
Please refer to Hospitality Management

TOMG516 Event Management Strategies 15 points
Please refer to Hospitality Management

TOMG517 Global Tourism Futures 15 points
Please refer to Hospitality Management

TOMG518 Tourism and Hospitality Human Capital Management 15 points
Please refer to Hospitality Management

TOMG519 Tourist Behaviour and Markets 15 points
Please refer to Hospitality Management
TOMG520 Hospitality Operations Service Management 15 points
Please refer to *Hospitality Management*

TOMG521 Internship 15 points
Please refer to *Hospitality Management*

TOMG522 Hospitality Action Research 30 points
Please refer to *Hospitality Management*

TOMG523 Hospitality Research Investigation 45 Points
This paper allows students to undertake applied research relating to the hospitality industry.

*Prerequisites*  Stages 1 and 2 of MPM

*Restrictions*  TOMG521 and TOMG522

TOMG590 Directed Study 30 points
Students have the opportunity to pursue a topic of their own interest under the guidance of an academic staff member. This may include, entirely or in part, an industry placement to generate a research report focused on practice-related research question/s.

*Prerequisites*  Entry is at the discretion of the Chairperson of Department or BTour Convenor, or Graduate Convenor.

*Note:*  Students are required to consult with and obtain approval of the Graduate Convenor before enrolling in this paper.

TOMG591 Tourism Management Dissertation 30 points
A report on the findings of a theoretical or empirical investigation.

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

TOMG592 Tourism Management Dissertation 60 points
A report on the findings of a theoretical or empirical investigation.

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

TOMG593 Tourism Management Thesis 90 points
An externally examined piece of written work that reports on the findings of supervised research.

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

TOMG594 Tourism Management Thesis 120 points
An externally examined piece of written work that reports on the findings of supervised research.

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

TOMG599 Report of an Investigation 30 points
Directed investigation of an approved topic, available only to students enrolled in the BMS(Hons) degree.

*Prerequisites*  All 100, 200 and 300-level BMS compulsory papers, and at least 40 points at 300-level in the area of study.

*Restrictions*  TOMG499