



THE UNIVERSITY OF
WAIKATO
Tē Whare Wānanga o Waikato

2018

Student Handbook

Waikato Management School

WAIKATO MANAGEMENT SCHOOL
TE RAUPAPA

Waikato Management School

Student Handbook 2018

Published January 2018

Regulations that apply to students starting a new
WMS qualification in the 2018 calendar year

Disclaimer: We have endeavoured to ensure that the information in this handbook was correct at the time of publishing. However, the handbook is subject to a continuous process of review so some details may change.

Teaching and Assessment Periods 2018

NZ Secondary School Dates	Week	Starting	University Teaching Periods	Holidays and Other Important Dates	
	1	1 Jan	Summer School (S)	1 & 2 January 3 January	New Year's Day (Observed) University reopens
	2	8 Jan			
	3	15 Jan			
	4	22 Jan			
Term 1 starts	5	29 Jan		29 January	Auckland Anniversary Day (Observed)
	6	5 Feb		6 February	Waitangi Day
	7	12 Feb	Examinations		
	8	19 Feb	Enrolment/O-Week		
	9	26 Feb	A Semester starts		
	10	5 Mar			
	11	12 Mar			
	12	19 Mar			
	13	26 Mar		30 March	Good Friday
	14	2 Apr		2 & 3 April	Easter Monday (University Holiday)
Term 1 ends (13 April)	15	9 Apr			
	16	16 Apr	Teaching recess		
	17	23 Apr	Teaching recess	25 April	ANZAC Day
Term 2 starts	18	30 Apr	Semester A continues		
	19	7 May			
	20	14 May			
	21	21 May			
	22	28 May			
	23	4 Jun	Study week	5 June	Queen's Birthday
	24	11 Jun	Examinations		
	25	18 Jun	Examinations		
	26	25 Jun	Teaching recess		
Term 2 ends (6 July)	27	2 Jul	Enrolment/O-Week		
	28	9 Jul	Semester B starts		
	29	16 Jul			
Term 3 starts	30	23 Jul			
	31	30 Jul			
	32	6 Aug			
	33	13 Aug			
	34	20 Aug	Teaching recess		
	35	27 Aug	Teaching recess		
	36	3 Sep	Semester B continues		
	37	10 Sep		13 September	Kingitanga Day
	38	17 Sep			
Term 3 ends (28 Sep)	39	24 Sep			
	40	1 Oct			
	41	8 Oct			
Term 4 starts	42	15 Oct	Study week		
	43	22 Oct	Examinations	24 October	Labour Day
	44	29 Oct	Examinations		
	45	5 Nov	Summer School (T)		
	46	12 Nov			
	47	19 Nov			
	48	26-Nov			
	49	3-Dec			
	50	10-Dec			
Term 4 ends (20/12)	51	17-Dec	Teaching recess		
	52	24-Dec		25 & 26 December	Christmas Day/Boxing Day
	53	31-Dec			

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QUALIFICATIONS

For details of all qualifications offered by Waikato Management School, visit www.management.ac.nz/qualifications

Bachelor of Business (BBus)

Waikato's new three-year Bachelor of Business will prepare you to lead and manage a successful company or organisation in a wide range of industries. Or you could take the entrepreneurial route and create your own start-up business. Whichever career path you take, with the Bachelor of Business you'll develop core skills in decision-making, analysis, innovation, teamwork, leadership and communication that will stand you in good stead throughout your career. Visit www.waikato.ac.nz/go/bbus

Entry requirements

You will be eligible to apply for the BBus 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 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

Programme requirements

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

- Pass a minimum of 360 points at 100, 200, 300, and 400-level including at least 225 points above 100-level and 75 points above 200-level.
- Always complete at least 240 points within the field of the degree, including both major specific and field papers. These are represented by the gold and white boxes on the planner below. The remaining 120 points can be taken either outside or inside the field of the degree. The field of the degree includes any compulsory papers and any first major papers.
- Pass all the compulsory papers listed below:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management or MGSYS201 Advanced Integrated Thinking – Digital Business and Supply Chain Management
 - MRKTG101 Fundamentals of Successful Marketing
 - STMGT101 Introduction to Management
 - ECONS205 Data Analytics with Business Applications
 - MNMGT302 Intercultural Perspectives on Organisations
 - MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation.
- Complete all the requirements for at least one BBus major.
- Complete any Assurance of Learning requirements.
- Take an Employment Skills Module (ESM) and demonstrate writing competency.

You can choose to take any:

- second major
- minor
- other elective papers

Degree planner (Single Major)

Major 100 level	Accounting for Management ACCTN101*	Business Economics and the NZ Economy ECONS101*	Introduction to Finance FINAN101*	Integrated Thinking - Digital Business and Supply Chain Management MGYS101/201*	Fundamentals of Successful Marketing MRKTG101*	Introduction to Management STMGT101*	Elective 100 level
Major 200 level	Major 200 level	Major 200 level	Data Analytics with Business Applications ECONS205	Elective 100 level	Elective 200 level*	Elective 200 level	Elective 200 level
Major 300 level	Major 300 level	Major 300 level	Major 300 level**	Intercultural Perspectives on Organisations MNMGT302	Industry Experience / Internship / Report of an Investigation MNMGT495/496/499**	Elective 200 level	Elective 200 level
Employment Skills Module							

*One of ACCTN101, ECONS101, FINAN101, MGYS101, MGYS201, MRKTG101 or STMGT101 would be a first major paper. If MGYS201 is preferred then the 200 level elective indicated could be taken at 100 level instead.

**An eighth elective paper would be available if MNMGT495/496/499 was taken as the ninth major paper.

Please note: This shows the BBus with a generic single major. You have the option to take a second major or 1-2 minors instead of taking elective papers.

Major requirements

Completing a major requires you to pass papers at particular levels. Your chosen subject will have specific requirements to include particular papers. For full information about any subject visit

www.waikato.ac.nz/study/subjects

You can choose almost any subject as a second major, but at least one of the subjects below must be your first major (see note):

- Accounting
- Digital Business
- Economics
- Finance
- Human Resource Management
- Marketing
- Public Relations
- Strategic Management
- Tourism and Hospitality Management

For a single major, you must:

- Pass 135 points including at least 105 points above 100-level and at least 60 points above 200-level.
- Complete any specific major paper requirements.
- You may include MNMGT495/496/499 as part of your major.

For a double major, you must:

- Pass 120 points in each major, including at least 90 points above 100-level and at least 45 points above 200-level.
- Complete any specific major paper requirements for both majors.

Minor requirements

You can only take a minor if you are taking a single major.

Completing a minor requires you to pass papers at particular levels. Your chosen subject may have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects

Some subjects are only available as minors, including the following WMS subjects Agribusiness, Leadership Communication, and Supply Chain Management.

For a minor you must:

- Pass 60 points including at least 30 points above 100-level in your minor subject area.

Learning goals

We expect the following outcomes for BBus graduates:

- **Commercial context:** a broad understanding of the business environment and organisational context in which management decisions are made.
- **Connectedness:** think and act globally and locally.
- **Citizenship:** developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.
- **Critical thinking:** able to engage real-world problems in a theoretically informed, rigorous and questioning manner.
- **Communication:** excellent oral, aural, written and electronic communication skills.
- **Collaboration:** interpersonal skills required to participate effectively within and between organisations.
- **Overall:** a sound understanding of the principles of management with an enterprise focus, and specialised knowledge in at least one area.

Assurance of Learning

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Sometimes assessments are embedded as part of your compulsory papers and may have marks, and some are required to complete your programme.

Bachelor of Business Analysis (BBA)

Waikato's Bachelor of Business Analysis (BBA) will prepare you for a wide range of careers centred around helping clients and organisations to make better financial and economic decisions for the future.

BBA students will develop advanced skills in financial or economic analysis, which are required for many jobs working in government or the private sector. Visit www.waikato.ac.nz/go/bba

Entry requirements

You will be eligible to apply for the BBA 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 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

Programme requirements

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

- Pass a minimum of 360 points at 100, 200, 300, and 400-level including at least 225 points above 100-level and 75 points above 200-level.
- Always complete at least 240 points within the field of the degree including both major specific and field papers. These are represented by the gold and white boxes on the planner below. The remaining 120 points can be taken either outside or inside the field of the degree. The field of the degree includes any compulsory papers and any first major papers.
- Pass all the compulsory papers listed below:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MRKTG101 Fundamentals of Successful Marketing
 - STMGT101 Introduction to Management
 - ECONS205 Data Analytics with Business Applications
 - Any University of Waikato cultural Perspectives paper including MNMGT302 Intercultural Perspectives on Organisations
 - MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation.
- Complete all the requirements for at least one BBA major.
- Complete any Assurance of Learning requirements.
- Take an Employment Skills Module (ESM) and demonstrate writing competency.

You can choose to take any:

- second major
- minor
- other elective papers

Degree planner (Single Major)

Major 100 level	Accounting for Management ACCTN101*	Business Economics and the NZ Economy ECONS101*	Introduction to Finance FINAN101*	Fundamentals of Successful Marketing MRKTG101	Introduction to Management STMGT101	Elective 100 level	Elective 100 level
Major 200 level	Major 200 level	Major 200 level	Data Analytics with Business Applications ECONS205	Cultural Perspectives Paper 200 level**	Elective 100 level	Elective 200 level	Elective 200 level
Major 300 level	Major 300 level	Major 300 level	Major 300 level	Industry Experience / Internship / Report of an Investigation MNMGT495/496/499	Elective 200 level	Elective 200 level	Elective 200 level
Employment Skills Module							

*One of ACCTN101, ECONS101, or FINAN101 would be a first major paper.

**The cultural perspectives paper can be taken from any paper offered by the University of Waikato including MNMGT302 Intercultural Perspectives on Organisations

Please note: This shows the BBA with a generic single major. You have the option to take a second major or 1-2 minors instead of taking elective papers.

Major requirements

Completing a major requires you to pass papers at particular levels. Your chosen subject will have specific requirements to include particular papers. For full information about any subject visit

www.waikato.ac.nz/study/subjects

You can choose almost any subject as a second major, but at least one of the subjects below must be your first major:

- Accounting
- Economics
- Finance

For a single major, you must:

- Pass 135 points including at least 105 points above 100-level and at least 60 points above 200-level.
- Complete any specific major paper requirements.

For a double major, you must:

- Pass 120 points in each major, including at least 90 points above 100-level and at least 45 points above 200-level.
- Complete any specific major paper requirements for both majors.

Minor requirements

You can only take a minor if you are taking a single major.

Completing a minor requires you to pass papers at particular levels. Your chosen subject may have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects

Some subjects are only available as minors, including the following WMS subjects Agribusiness, Leadership Communication, and Supply Chain Management.

For a minor you must:

- Pass 60 points including at least 30 points above 100-level in your minor subject area.

Learning goals

We expect the following outcomes for BBA graduates:

- **Commercial context:** a broad understanding of the business environment and organisational context in which management decisions are made.
- **Connectedness:** think and act globally and locally.
- **Citizenship:** developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.
- **Critical thinking:** able to engage real-world problems in a theoretically informed, rigorous and questioning manner.
- **Communication:** excellent oral, aural, written and electronic communication skills.
- **Collaboration:** interpersonal skills required to participate effectively within and between organisations.
- **Overall:** a sound understanding of financial analysis and a specialisation (major) in at least one of the areas of accounting, economics and finance.

Assurance of Learning

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Sometimes assessments are embedded as part of your compulsory papers and may have marks, and some are required to complete your programme.

Bachelor of Business Analysis Honours – BBA(Hons)

The BBA(Hons) degree (120 points) provides a first year of postgraduate study that follows on from the BBA(Fin) or the BBA degree. To ensure that you get the best pathway option to meet your future plans, talk to an MSC advisor about your alternatives.

Entry requirements

You will be eligible to apply for the BBA(Hons) if you have been awarded the BBA(Fin) or BBA 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) 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

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) you will be required to submit a Portfolio of Achievement. Your Portfolio is submitted online 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 (BCS)

The Bachelor of Communication Studies (BCS) is a specialist three-year degree that will give you expertise in communication theory and practice, combined with a general understanding of business.

It is the only one in New Zealand or Australasia that is certified by the Public Relations Society of America (PRSA), which sets the global standards for the PR industry, in recognition of the outstanding experience we provide to students. Visit www.waikato.ac.nz/go/bcs

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 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

Programme requirements

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

- Pass a minimum of 360 points at 100, 200, 300, and 400-level including at least 225 points above 100-level and 75 points above 200-level.
- Always complete at least 240 points within the field of the degree including both major specific and field papers. These are represented by the gold and white boxes on the planner below. The remaining 120 points can be taken either outside or inside the field of the degree. The field of the degree includes any compulsory papers and any first major papers.
- Pass all the compulsory papers listed below:
 - ARTSC105 Language in Context
 - LCOMM102 Communication in an Online Society
 - MRKTG101 Fundamentals of Successful Marketing
 - STMGT101 Introduction to Management
 - LCOMM203 Communication Consulting
 - Any University of Waikato Cultural Perspectives paper including MNMGT302 Intercultural Perspectives on Organisations
 - LCOMM300 Communication Strategies
 - MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation.
- Complete all the requirements for at least one BCS major.
- Complete any Assurance of Learning requirements.
- Take an Employment Skills Module (ESM) and demonstrate writing competency.

You can choose to take any:

- second major
- minor
- other elective papers

Degree planner (Single Major)

Major 100 level	Major 100 level	Communication in an Online Society LCOMM102	Fundamentals of Successful Marketing MRKTG101	Language in Context SSART105	Introduction to Management STMGT101	Elective 100 level	Elective 100 level
Major 200 level	Major 200 level	Major 200 level	Communication Consulting LCOMM203	Cultural Perspectives Paper 200 level*	Elective 100 level or above	Elective 200 level	Elective 200 level
Major 300 level	Major 300 level	Major 300 level	Major 300 level**	Industry Experience / Internship / Report of an Investigation MNMGT495/496/499	Communication Strategies LCOMM300**	Elective 200 level	Elective 200 level
Employment Skills Module							

*The cultural perspectives paper can be taken from any paper offered by the University of Waikato including MNMGT302 Intercultural Perspectives on Organisations

**An eighth elective paper would be available if LCOMM300 was taken as the ninth major paper.

Please note: This shows the BCS with a generic single major. You have the option to take a second major or 1-2 minors instead of taking elective papers.

Major requirements

Completing a major requires you to pass papers at particular levels. Your chosen subject will have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects

You can choose almost any subject as a second major, but at least one of the subjects below must be your first major:

- Marketing
- Public Relations

For a single major, you must:

- Pass 135 points including at least 105 points above 100-level and at least 60 points above 200-level.
- Include LCOMM300 Communication Strategies as part of your major.
- Complete any specific major paper requirements.

For a double major, you must:

- Pass 120 points in each major, including at least 90 points above 100-level and at least 45 points above 200-level.
- Include LCOMM300 Communication Strategies as part of your field papers.
- Complete any specific major paper requirements for both majors.

Minor requirements

You can only take a minor if you are taking a single major.

Completing a minor requires you to pass papers at particular levels. Your chosen subject may have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects

Some subjects are only available as minors, including the following WMS subjects Agribusiness, Leadership Communication, and Supply Chain Management.

For a minor you must:

- Pass 60 points including at least 30 points above 100-level in your minor subject area.

Learning goals

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. Sometimes assessments are embedded as part of your compulsory papers and may have marks, and some are required to complete your programme.

Bachelor of Communication Studies with Honours – BCS(Hons)

The BCS(Hons) degree (120 points) provides a first year of postgraduate study that follows on from the BCS degree. To ensure that you get the best pathway option to meet your future plans, talk to a MSC advisor 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

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 and will contain work that has already been completed and assessed that you believe best represents your achievement of 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 Management Studies with Honours - BMS(Hons)

Waikato's Bachelor of Management Studies with Honours is New Zealand's premier four-year business degree. Gain the business expertise and leadership qualities you need to become a globally-minded manager.

The BMS(Hons) is an ideal choice for those who want a broad range of business, financial and people skills, as well as practical industry experience, to maximise their career opportunities. Graduates are highly regarded by employers and go on to become senior leaders and entrepreneurs at organisations around the world.

You'll learn what makes a business perform in a competitive global marketplace, how to strategise for growth, lead teams of people, and harness new digital technologies to increase profits.

Visit www.waikato.ac.nz/go/bmshons

Become a professionally qualified accountant

You can also use this degree to fast-track your academic journey towards becoming a professionally qualified accountant once you graduate, by taking a tailored package of papers. On completion of your BMS(Hons), you can then apply for provisional membership of either Chartered Accountants Australia and New Zealand (CAANZ), CPA Australia, or the Association of Chartered Certified Accountants (ACCA). If you wish to follow this professional accounting pathway, please contact the Management Student Centre (MSC) to ensure you select the right papers.

Entry requirements

You will be eligible to apply for the BMS(Hons) 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 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 admitted to the Research Honours Stream you must pass the papers taken at 200 and 300-level for your first major (honours subject) with a grade average of at least B+.

Programme requirements

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

For the BMS(Hons) you must:

- Pass a minimum of 480 points at 100, 200, 300, and 400-level including at least: 345 points above 100-level, 195 points above 200-level, and 120 points at 500-level.
- Always complete at least 360 points within the field of the degree including both major specific and field papers. These are represented by the gold and white boxes on the planner below. The remaining 120 points can be taken either outside or inside the field of the degree. The field of the degree includes any compulsory papers and any first major papers.
- Pass all the compulsory papers listed below:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management or MGSYS201 Advanced Integrated Thinking – Digital Business and Supply Chain Management
 - MRKTG101 Fundamentals of Successful Marketing
 - STMGT101 Introduction to Management

- MNMGT302 Intercultural Perspectives on Organisations.
- Complete all the requirements for at least one BMS(Hons) major.
- Complete all the requirements for either the Professional Honours Stream or for the Research Honours Stream, which are in addition to the requirements for a major. To be admitted to the Research Honours Stream candidates must pass the papers taken at the 200 and 300-level in the subject area of the honours subject with a grade average of at least B+.
- Professional Honours Stream candidates must complete:
 - MNMGT500 Managing Strategically
 - MNMGT501/2/3 Management in Practice (relevant to your first major)
 - MNMGT504 Managing Self and Others
 - MNMGT505 Business Analytics for Decision Making
 - MNMGT595/6/9 Industry Experience/Applied Research (relevant to your first major)
- Research Honours Stream candidates must complete:
 - MNGT501 Research Methods in Management Studies or MNMGT500 Managing Strategically
 - MNMGT598 Dissertation (30 points)
 - 60 points of 500-level taught papers in the subject of a major
- Complete any Assurance of Learning requirements.
- Take an Employment Skills Module (ESM) and demonstrate writing competency.

You can choose to take any:

- second major
- minor
- other elective papers

Degree planner (Single Major)

Major 100 level	Accounting for Management ACCTN101*	Business Economics and the NZ Economy ECONS101*	Introduction to Finance FINAN101*	Integrated Thinking - Digital Business and Supply Chain Management MGSYS101/201*	Fundamentals of Successful Marketing MRKTG101*	Introduction to Management STMGT101*	Elective 100 level
Major 200 level	Major 200 level	Major 200 level	Any field paper 200 level	Elective 100 level	Elective 200 level*	Elective 200 level	Elective 200 level
Major 300 level	Major 300 level	Major 300 level	Major 300 level	Intercultural Perspectives on Organisations MNMGT302	Elective 200 level	Elective 200 level	Elective 200 level
500 level Professional Stream 120 points							
Managing Strategically (30 Pts) MNMGT500		Management in Practice Paper (30 Pts) MNMGT501/502/503		Industry experience/applied research paper (30 Pts) (Industry & Community Engagement) MNMGT595/596/599		Managing Self and Others MNMGT504	Business Analytics for Decision Making MNMGT505
500 level Research Stream 120 points							
BMS(Hons) Dissertation (30 Pts) (Industry & Community Engagement) MNMGT598		Research Honours Subject Area (60 Pts total) 500 level				Research Methods in Management Studies or Managing Strategically (30 Pts) MNGT501 or MNMGT500	
Employment Skills Module both streams							

*One of ACCTN101, ECONS101, FINAN101, MGSYS101, MRKTG101 or STMGT101 would be a first major paper. If MGSYS201 is preferred then the 200 level elective indicated could be taken at 100 level instead.

Please note: This shows the BMS(Hons) with a generic single major. You have the option to take a second major or 1-2 minors instead of taking elective papers.

Major requirements

Completing a major requires you to pass papers at particular levels. Your chosen subject will have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects

You can choose almost any subject as a second major, but at least one of the subjects below must be your first major (see note):

- Accounting
- Digital Business
- Economics
- Finance
- Human Resource Management
- Marketing
- Public Relations
- Strategic Management
- Tourism and Hospitality Management

For a single major, you must:

- Pass 135 points including at least 105 points above 100-level and at least 60 points above 200-level.
- Complete any specific major paper requirements.

For a double major, you must:

- Pass 120 points in each major, including at least 90 points above 100-level and at least 45 points above 200-level.
- Complete any specific major paper requirements for both majors.

Minor requirements

You can only take a minor if you are taking a single major.

Completing a minor requires you to pass papers at particular levels. Your chosen subject may have specific requirements to include particular papers. For full information about any subject visit www.waikato.ac.nz/study/subjects.

Some subjects are only available as minors, including the following WMS subjects Agribusiness, Leadership Communication, and Supply Chain Management.

For a minor you must:

- Pass 60 points including at least 30 points above 100-level in your minor subject area.

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

We expect the following outcomes for BMS(Hons) graduates:

- **Commercial context:** a broad understanding of the business environment and organisational context in which management decisions are made.
- **Connectedness:** think and act globally and locally.
- **Citizenship:** developed awareness and holistic understanding of their role as responsible citizens within their organisations and society more generally.
- **Critical thinking:** able to engage real-world problems in a theoretically informed, rigorous and questioning manner.
- **Communication:** excellent oral, aural, written and electronic communication skills.
- **Collaboration:** interpersonal skills required to participate effectively within and between organisations.
- **Overall:** an integrated understanding of management and the ability to act as a specialist in at least one area, together with a holistic appreciation of both national and international business contexts.

Assurance of Learning

Assessments have been designed to measure how well learning outcomes are being met – hence the name Assurance of Learning. Sometimes assessments are embedded as part of your compulsory papers and may have marks, and some are required to complete your programme.

Conjoint undergraduate degrees

Conjoint degrees are taken simultaneously. When you take a conjoint degree the requirements allow you to complete the two components in a shorter period of time than would ordinarily be possible. You may only take a single major for a conjoint component.

Conjoint degrees are just one possibility, and if you are thinking of this option we strongly advise you to seek academic advice about these programmes. Other options, such as masters degrees or double majors, are also available and may be the best option for you. 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.

The requirements for the WMS components are shown in the planners below. Please note that the Bachelor of Business Analysis will not be available as a conjoint programme for new students.

Degree planners (Single Major)

BBus Component (Single Major only)

Major 100 level	Accounting for Management ACCTN101*	Business Economics and the NZ Economy ECONS101*	Introduction to Finance FINAN101*	Integrated Thinking - Digital Business & Supply Chain Management MGSYS101/201*	Fundamentals of Successful Marketing MRKTG101*	Introduction to Management STMGT101*
Major 200 level	Major 200 level	Major 200 level	Data Analytics with Business Applications ECONS205	Elective 200 level*		
Major 300 level	Major 300 level	Major 300 level	Industry Experience / Internship / Report of an Investigation MNMGT495/496/499	Intercultural Perspectives on Organisations MNMGT302		
Employment Skills Module						

*One of ACCTN101, ECONS101, FINAN101, MGSYS101, MGSYS201, MRKTG101 or STMGT101 would be a first major paper. If MGSYS201 is preferred then the 200 level elective indicated could be taken at 100 level instead.

BCS Component (Single Major only)

Major 100 level	Major 100 level	Communication in an Online Society LCOMM102	Fundamentals of Successful Marketing MRKTG101	Language in Context SSART105	Introduction to Management STMGT101	Elective 100 level
Major 200 level	Major 200 level	Major 200 level	Communication Consulting LCOMM203	Cultural Perspectives Paper 200 level*		
Major 300 level	Major 300 level	Major 300 level	Communication Strategies LCOMM300	Industry Experience / Internship / Report of an Investigation MNMGT495/496/499		
Employment Skills Module						

*If a cultural perspectives paper has already been included as part of the other component for the conjoint degree then this paper can be replaced by any field paper.

BMS(Hons) Component (Single Major only)

Major 100 level	Accounting for Management ACCTN101*	Business Economics and the NZ Economy ECONS101*	Introduction to Finance FINAN101*	Integrated Thinking - Digital Business and Supply Chain Management MGSYS101/201*	Fundamentals of Successful Marketing MRKTG101*	Introduction to Management STMGT101*
Major 200 level	Major 200 level	Major 200 level	Elective 200 level*			
Major 300 level	Major 300 level	Major 300 level	Major 300 level	Intercultural Perspectives on Organisations MNMGT302		
500 level Professional Stream 120 points						
Managing Strategically (30 Pts) MNMGT500	Management in Practice Paper (30 Pts) MNMGT501/502/503		Industry experience/applied research paper (30 Pts) (Industry & Community Engagement) MNMGT595/596/599		MNMGT504 or MNMGT505 One of	
500 level Research Stream 120 points						
BMS(Hons) Dissertation (30 Pts) (Industry & Community Engagement) MNMGT598	Research Honours Subject Area (45 Pts total) 500 level			Research Methods in Management Studies or Managing Strategically (30 Pts) MNGT501 or MNMGT500		
Employment Skills Module both streams						

*One of ACCTN101, ECONS101, FINAN101, MGSYS101, MGSYS201, MRKTG101 or STMGT101 would be a first major paper. If MGSYS201 is preferred then the 200 level elective indicated could be taken at 100 level instead.

Certificate

Requirements

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

- Pass at least 120 points at 100-level or above
- Include at least 90 points in the field of Management (this includes all WMS subjects)
- Pass the compulsory paper STMGT101 Introduction to Management.

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

Diploma

Requirements

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

- Pass at least 120 points at 100-level or above, including 75 points at 200-level or above
- Include at least 75 points in the field of Management (this includes all WMS subjects)
- Pass the compulsory paper STMGT101 Introduction to Management.

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

Graduate Certificate (GradCert)

Entry requirements

You will be eligible to apply for the Graduate Certificate if you have a bachelor's 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 that you will need to complete more than the minimum points required.

Programme requirements

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

- Pass a minimum of 60 points at 100-level or above, including 45 points at 300-level or above, in the Graduate Certificate subject
- Gain at least 45 points from one of the Graduate Certificate subjects listed below:

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

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

Graduate Diploma (GradDip)

Entry requirements

You will be eligible to apply for the Graduate Diploma if you have a bachelor's 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 that you will need to complete more than the minimum points required.

Programme requirements

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

- Pass a minimum of 120 points at 100-level or above, including 75 points at 300-level or above, in the Graduate Diploma subject
- Gain at least 90 points from one of the Graduate Diploma subjects listed below:

○ Accounting	○ Leadership Communication
○ Agribusiness	○ Management and Sustainability
○ Digital Business	○ Marketing
○ Economics	○ Public Relations
○ Entrepreneurship and Innovation	○ Strategic Management
○ Finance	○ Supply Chain Management
○ Human Resource Management	○ Tourism and Hospitality Management

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

Postgraduate Certificate (PGCert)

Entry requirements

You will be eligible to apply for the Postgraduate Certificate in a specialist subject listed for the programme if you have a bachelor's 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 that you will need to complete more than the minimum points required.

Programme requirements

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

- Accounting
- Agribusiness
- Digital Business
- Economics
- Finance
- Human Resource Management
- International Management
- Leadership Communication
- Management and Sustainability
- Management Systems
- Marketing
- Public Relations
- 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.waikato.ac.nz/study/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 (PGDip)

Entry requirements

You will be eligible to apply for the Postgraduate Diploma in a specialist subject listed for the programme if you have a bachelor's 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 that you will need to complete more than the minimum points required.

Programme requirements

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

- Accounting
- Agribusiness
- Digital Business
- Economics
- Entrepreneurship and Innovation
- Finance
- Human Resource Management
- International Management
- Leadership Communication
- Management and Sustainability
- Management Systems
- Marketing
- Public Relations
- 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.waikato.ac.nz/study/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-minus grade point average for your Postgraduate Diploma papers, you may be awarded the Postgraduate Diploma with Distinction.

Learning goals

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 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.

Master of Business and Management (Waikato MBM)

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

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

It provides you with the comprehensive skills and knowledge required for a wide range of management and leadership roles in a modern economy.

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 in a local business in consultation with its management and staff, while completing your Action Learning Project (ALP).

Visit www.management.ac.nz/mbm or www.waikato.ac.nz/go/mbm

Entry requirements

You will be eligible to apply for the MBM if you have a bachelor's degree in any subject area and achieved at least a B-minus 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

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.

Degree planner

Degree Planner - Master of Business and Management (MBM)

Leadership, Power and Influence EXPM501	Organisational Culture and Communication EXPM502	Financial Analysis and Performance EXPM503	Integrative Paper: Application and Reflection EXPM504	Human Resource Management EXPM505	Economics for Managers EXPM506
Strategic Management EXPM507	Sustainable Strategies for Organisations EXPM508	Business Research Project EXPM509	Marketing EXPM510	Global Business EXPM511	Commercial Law and Corporate Governance EXPM512
Digital Business EXPM513	Decisions and Supply Chain Management EXPM514	Action Learning Project EXPM515	Design Thinking and Innovation EXPM516		
Compulsory papers					

Programme requirements

The MBM programme is a full-time, one-year masters programme that starts in March or 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

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 in order to complete a programme.

Master of Digital Business (MDigiBus)

Set yourself up for where the world of digital business 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 MDigiBus is available in traditional face-to-face format or fully online - so you don't need to attend any lectures in person. For the online option, learning is largely self-paced. You can study full-time over 12 months, or part-time over two years.

There are two streams within the MDigiBus; research or professional:

- 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 (MSYS519) is available as part of this stream.

Visit www.management.ac.nz/mdigibus

Entry requirements

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

- Completed a BCom, 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-minus 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 that you will need to complete more than the minimum points required for any given programme.

Degree planner

Degree Planner - Master of Digital Business (MDigiBus)†

Professional

Contemporary Issues in E-Business MSYS558	500 level*	500 level*	500 level*	Professional Field Internship MSYS519	Applied Research Methods & Project MSYS552
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Research

Contemporary Issues in E-Business MSYS558	Research Methods in Management Studies MNGT501	Management Systems Dissertation MSYS591	500 level*	500 level*	500 level*
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*Speciality topic papers

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

Compulsory papers	Elective papers
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Programme requirements

The completion requirements for this degree depend on your admission criteria. If your admission was based on having a BCom, or equivalent, then to complete the MDigiBus degree you must:

- Pass 180 points at 500-level
- Take no more than 60 points outside the subject Digital Business.

For the Research stream of the MDigiBus, 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 MDigiBus, 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 BCom(Hons) or Postgraduate Diploma, then to complete the MDigiBus degree you must:

- Pass 120 points at 500-level
- Take no more than 30 points outside the subject Digital Business
- 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.*

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

We expect the following outcomes for MDigiBus graduates:

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

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 MDigiBus degree you will be required to submit a Portfolio of Achievement. Your Portfolio is submitted online 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 or thesis then different chapters or sections of work can be submitted as separate items of assessment.

Master of Management Studies (MMS)

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.

Visit www.management.ac.nz/mms

Entry requirements

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

- Completed a Waikato Management School bachelor's 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 or a B-minus grade average in a relevant commerce, management or business degree for the Finance – Professional specialisation.

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

Degree planner

Degree Planner - Master of Management Studies (MMS)[†]

MNGT501 or MNGT502*	Dissertation or Thesis**	500 level**	500 level**	500 level**	500 level
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*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

Compulsory papers	Elective papers
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Programme requirements

The completion requirements for this degree are dependent on your admission criteria. All students are required to select one of the subjects below:

- Accounting
- Agribusiness
- Applied Economics and Finance
- Economics
- Finance
- Professional Finance (Specialisation) – not being offered in 2018
- Human Resource Management
- International Management
- Leadership Communication
- Management and Sustainability
- Management Systems
- Marketing
- Public Relations
- 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 bachelor's 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

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 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 or thesis as separate items of assessment.

Master of Professional Accounting (MPAcct)

Are you ready to become a chartered accountant?

Waikato's Master of Professional Accounting (MPAcct) is an intensive 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 November (T Semester) or early January (S Semester), and is divided into three stages: Core Knowledge and Skills, Advanced Professional Knowledge, and Professional Development Capstone.

Visit www.management.ac.nz/mpacct

Entry requirements

You will be eligible to apply for the MPAcct if you have a bachelor's degree in any subject area and achieved at least a B-minus 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

Degree planner

Degree Planner - Master of Professional Accounting (MPAcct)

Fundamental Accounting for Decision Making ACCT570	Financial Accounting ACCT571	Economics for Business ECON506	Quantitative Skills for Finance and Economics ECON507
Organisational Behaviour MNGT504	Commercial and Corporate Law ACCT576	Financial Management ACCT577	Accounting Information Systems ACCT578
Advanced Auditing ACCT572	Advanced Financial Accounting ACCT574	Advanced Management Accounting ACCT573	Advanced Taxation ACCT575
Professional Development Capstone ACCT581	Research Project ACCT582*	Professional Internship ACCT583*	

*Choose one of these two papers

Stg 1: Core Knowledge and Skills [120 points]	Stg 2: Advanced Professional Knowledge [60 points]	Stg 3: Professional Development Capstone [40 points]
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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

We expect the following outcomes for MPAct 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 MPAct you will be required to submit a Portfolio of Achievement.

Your Portfolio is submitted online 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.

Master of Business Administration (Waikato MBA)

Waikato's Master of Business Administration is a life-changing masters programme; custom-made with input from New Zealand business leaders. It's designed to propel you into senior leadership roles such as general manager or CEO, and give you the strategic insights needed to drive your organisation forwards.

The Waikato MBA puts a strong focus on leadership development, as well as general management skills. You'll gain expertise in best business practices, develop dynamic leadership capabilities, and learn how to implement value creation strategies that can radically transform organisations and the people within them.

For more information visit www.execed.ac.nz/mba

Entry requirements

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

- Completed a bachelor's 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, or equivalent, and
- At least three years' relevant management experience in a managerial or related role.

Details of procedures and supporting information that must be provided as part of an application for admission.

This can be obtained from WMS Executive Education; email execed@waikato.ac.nz

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

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.

Degree planner

Degree Planner - Master of Business Administration (MBA)

Part 1	Leading High Performance Teams EXED501	Strategic Thinking EXED502	Economics and Global Competitiveness EXED503	Organisational Behaviour EXED504
	Strategic Human Resource Management EXED505	Operations Management: Matching Product and Supply with Demand EXED507	Marketing Practice EXED508	Financial and Managerial Accounting EXED509
	Financial Markets and Investment Strategy EXED510	Integrative Case Study EXED511	Analytics and Digital Business EXED521	
Part 2	Leadership and Transformation EXED512	Capstone Project EXED513	Business Research and Analysis EXED514	Responsible Management and Governance or Governance, Sustainability and Indigenous Business EXED515 or EXED520
	International Immersion Project or International Indigenous Business EXED516 or EXED519	Strategic Corporate Finance EXED517	Innovation and Value Creation EXED518	

Programme requirements

The completion requirements for this degree are dependent 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 in the papers prescribed for Part One and Part Two
- Pass all papers and achieve at least a B grade average over Part One
- 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

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 team and organisation 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, 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 (PGDipMgtSt) (Part One of the Waikato MBA)

Equip yourself with best practice skills needed to become a dynamic leader or manager in your own company or workplace. Waikato's Postgraduate Diploma in Management Studies, otherwise known as Part One of the Waikato MBA, is aimed at business owners and middle managers who wish to take their career to the next level.

It will equip you with broad knowledge and skills required for effective management in all the core functional areas, giving you a holistic view of organisations, and provide a global understanding of business. You'll discuss everything from strategic thinking and leading high-performance teams, through to digital business technologies, global competitiveness, change management, investment decision-making and financial analysis.

Visit www.execed.ac.nz/mba/part-one

Entry requirements

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

- Completed a bachelor's degree, or other tertiary or relevant professional qualification, and
- At least three year's 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.

Degree planner

Postgraduate Diploma in Management Studies (PGDip(MgtSt))

Leading High Performance Teams EXED501	Strategic Thinking EXED502	Economics and Global Competitiveness EXED503	Organisational Behaviour EXED504
Strategic Human Resource Management EXED505	Operations Management: Matching Product and Supply with Demand EXED507	Marketing Practice EXED508	Financial and Managerial Accounting EXED509
Financial Markets and Investment Strategy EXED510	Integrative Case Study EXED511	Analytics and Digital Business EXED521	

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

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 team and organisation 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, 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.

Doctor of Philosophy (PhD)

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

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 your school's Subject 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 school's Subject Convenor to enrol for a 500-level Directed Study.

Dissertation or Thesis

Dissertations and/or thesis papers are required for some qualifications. A dissertation is either 30 or 60 points and a thesis is either 90 or 120 points. The University regulations for dissertations and thesis are found in the *University of Waikato Calendar*

The Subject 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 available from the Management Student Centre (MSB.1.50). Both you and your supervisor should each keep a copy of the learning agreement. The original should also be sent to the Management Student Centre before your enrolment is finalised. Please note that you may be required to gain ethics approval before embarking 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 Dissertation (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 (i.e. methodologically rigorous and disciplined) and located in a recognised academic tradition.

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

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

The University has an online resource that provides guidance 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-writing

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

SUBJECTS

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 (CA ANZ), CPA Australia or ACCA accountancy professional institutions can be met with an appropriate selection of papers.

If you'd like to become a Chartered Accountant, our programmes can provide an ideal pathway to reach that goal by following a tailored programme of accounting papers at Waikato. If you wish to complete the academic requirements for chartered accountancy, please seek specialist help from the School of Accounting, Finance and Economics, or the Management Student Centre, to ensure the appropriate selection of papers.

Visit www.management.ac.nz/accounting

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 papers.waikato.ac.nz/subjects/ACCTN

[illegible]

ACCT575	Advanced Taxation					✓
ACCT576	Commercial and Corporate Law					✓
ACCT577	Financial Management					✓
ACCT578	Accounting Information Systems					✓
ACCT580	Accounting for SMEs: Understanding the Context	✓		✓	✓	✓
ACCT581	Professional Development Capstone					✓
ACCT582	Research Project					✓
ACCT583	Professional Internship					✓
ACCT590	Directed Study	✓			✓	✓
ACCT591	Accounting Dissertation	✓			✓	✓
ACCT592	Accounting Dissertation	✓				✓
ACCT593	Accounting Thesis					✓
ACCT594	Accounting Thesis					✓
ACCT599	Report of an Investigation					
ECON506	Economics for Business					✓
ECON507	Quantitative Skills for Finance and Economics					✓
MNGT501	Research Methods in Management Studies				✓	✓
MNGT504	Organisational Behaviour					✓

Accounting as a Subject, Major or Minor

Accounting is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate and Honours degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/ACCTN

If you wish to complete the academic requirements for chartered accountancy, please seek specialist help from the School of Accounting, Finance and Economics, or the MSC, to ensure the appropriate selection of papers.

Accounting as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Accounting.

If Accounting is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Accounting major are that you must include:

- ACCTN101 Accounting for Management
- ACCTN102 Introductory Financial Accounting
- ACCTN202 Intermediate Financial Accounting
- ACCTN203 Management Accounting: Accounting for Organisational Control
- ACCTN204/304 Accounting Information Systems
- ACCTN301 Capstone in Accounting
- ACCTN308 Performance Reporting

Remaining paper(s) are selected from:

- ACCTN302 Financial Accounting
- ACCTN303 Management Accounting
- ACCTN305 Auditing
- ACCTN306 Taxation
- ACCTN309 Law of Business Enterprise
- MNMGT201/301 Business Law and the Legal Environment

No more than three 200-level papers may be included in this major.

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

Bachelor of Business Analysis (BBA)

There are no additional requirements for the major within the BBA.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Bachelor of Business Analysis with Honours (BBA(Hons))

To complete the BBA(Hons), you must pass 120 points at 500-level, including at least 60 points from one subject area and submit a Portfolio of Achievement (see the BBA(Hons) qualification information for further details). You must also include ACCT591 Accounting Dissertation.

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.

Accounting as a Minor

A minor may only be taken with a single major. To complete a minor in Accounting you must complete 60 points including at least 30 points above 100-level from ACCTN papers.

The specific requirements for the Accounting minor are that you must include:

- ACCTN101 Accounting for Management

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/ACCTN

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Accounting are that you must include:

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

Remaining papers can be chosen from those ticked for this qualification in the tick-chart table. Paper offerings can change; for full details of available papers visit

Note: *This paper is not available in 2018 please see MSC for programme advice. If you have an approved equivalent accounting package this requirement may be waived. 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.

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 papers.waikato.ac.nz/subjects/ACCTN

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 including at least 90 points from one subject area, 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.

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 papers.waikato.ac.nz/subjects/ACCTN

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

- 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 papers.waikato.ac.nz/subjects/ACCTN

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/ACCTN for paper details.

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. If you're interested in working alongside farmers and businesses focused on agriculture, then Agribusiness will help you build the foundations for a dynamic global career.

Gain an all-round understanding of the agricultural sector, including farm management, soil and nutrient management, rural financial management and banking, and value chain management.

In a small country like New Zealand, successful agribusiness relies on understanding how to manage complex value chains within competitive global markets. You'll learn about international marketing and sales, technological innovations in agribusiness, the impact of free-trade agreements, and how sustainable farming practices can be used to reduce costs and gain a competitive advantage.

Visit www.management.ac.nz/agribusiness

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 papers.waikato.ac.nz/subjects/AGBUS

Paper Code	Description	GradDip(AGBus)	PGCert(Agri)	PGDip(AGBus)	MMS(Agri)
AGBUS101	Agri-Food Business				
AGBUS201	Agriculture, Food and the Environment	✓			
AGBUS202	Food and the Consumer	✓			
AGRI304	Advanced New Zealand Agribusiness	✓			
AGRI306	Financial Analysis for Agribusiness	✓			
AGRI390	Directed Study				
ECON306	International Trade and Finance	✓			
ECON308	Managerial Economics and Strategy	✓			
INMG311	The International Business Environment	✓			
INMG317	Doing Business Internationally	✓			
MKTG353	International Marketing	✓			
MSYS377	Supply Chain Management	✓			
AGRI404	Advanced New Zealand Agribusiness	✓			
AGRI406	Financial Analysis for Agribusiness	✓			
AGRI490	Directed Study				
AGRI495	Industry Experience 4				
AGRI499	Report of an Investigation				
ECON406	International Trade and Finance	✓			
ECON408	Managerial Economics and Strategy	✓			
MKTG453	International Marketing	✓			
AGRI501	International Agribusiness		✓	✓	✓
AGRI502	Agribusiness Case Studies		✓	✓	✓
AGRI590	Directed Study		✓	✓	✓
AGRI591	Agribusiness Dissertation				✓
AGRI592	Agribusiness Dissertation				✓
AGRI593	Agribusiness Thesis				✓
AGRI594	Agribusiness Thesis				✓
AGRI599	Report of an Investigation				
ECON506	Economics for Business		✓	✓	✓
ECON507	Quantitative Skills for Finance and Economics		✓	✓	✓
ECON539	Environmental and Resource Economics		✓	✓	✓
ECON543	Applied Econometrics		✓	✓	✓
INMG501	E-Global Business: Strategic Management and Marketing			✓	✓
MKTG553	International Marketing		✓	✓	✓
MNGT501	Research Methods in Management Studies			✓	✓
MSYS576	21st Century Logistics		✓	✓	✓

Agribusiness as a Minor or Subject

Agribusiness is available as a minor for your undergraduate degree and as a subject for your other programmes.

Undergraduate degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/AGBUS

Agribusiness as a Minor

A minor may only be taken with a single major. To complete a minor in Agribusiness, you must complete 60 points including at least 30 points above 100-level from AGBUS papers.

The specific requirements for the Agribusiness minor are that you must include:

- AGBUS101 Agri-Food Business

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma you must pass 120 points at 100-level or above, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. 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 (see note below)
- AGRI202 Sustainable Agriculture (see note below)
- 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/MSYS477 Advanced Supply Chain Management

Note: These papers are not available in 2018 please see MSC for programme advice.

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/AGBUS

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
- 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 papers.waikato.ac.nz/subjects/AGBUS

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 including at least 90 points from one subject area, 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.

The specific requirements for Agribusiness are that you must include:

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

And choose 30 points from:

- AGRI502 Agribusiness Case Studies
- AGRI590 Directed Study
- 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 papers.waikato.ac.nz/subjects/AGBUS

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

- 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):

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

All students may choose any additional papers from:

- AGRI590 Directed Study
- ECON539 Environmental and Economic Resources
- ECON543 Applied Econometrics
- INMG501 E-Global Business: Strategic Management and Marketing
- MSYS576 21st Century Logistics

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/AGBUS

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/AGBUS for paper details.

Digital Business

Why choose Digital Business?

New technologies are revolutionising every aspect of business - from banking and finance to agriculture and healthcare, no industry has been left untouched. Successful businesses of the future will be digitally advanced businesses.

This subject prepares future managers for a fast-evolving world where 'disruptive' digital technologies – such as big data, mobile and gamification – have changed the rules of the game when it comes to business operations, marketing and customer service.

By studying Digital Business at Waikato, you'll be introduced to a wide range of e-business technologies that today's managers need to understand. And you'll develop the ideal blend of managerial, business and IT skills to pursue a career as a tech-savvy manager. In such roles, you're likely to be working on digital transformation projects with web developers, UX designers and analysts to introduce new technologies that offer superior business performance. For example, this could mean identifying faster, cheaper ways of gathering and analysing data, or using technology to engage more easily with customers, employees and external suppliers.

Visit www.management.ac.nz/digibus

Subject papers

If a paper is ticked for your qualification, 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 papers.waikato.ac.nz/subjects/DIGIB

Paper Code	Description	BBus	BMS(Hons)	GradCert(DigiBus)	GradDip(DigiBus)	PGCert(DigiBus)	PGDip(DigiBus)	MDigiBus(Research)	MDigiBus(Professional)
DIGIB101	The World of Digital Business	✓	✓	✓	✓				
MGSYS101	Integrated Thinking: Digital Business and Supply Chain Management	✓	✓	✓	✓				
STMGT101	Introduction to Management	✓	✓						
DIGIB201	Social Media Analytics	✓	✓	✓	✓				
DIGIB202	The Techno-Savvy Business	✓	✓	✓	✓				
MGSYS200	Tools for Managing Projects	✓	✓	✓	✓				
MSYS219	Industry Experience 1			✓	✓				
MSYS221	Entrepreneurial Electronic Commerce			✓	✓				
DIGIB301	Social Media Analytics	✓	✓						
DIGIB302	Digital Business Technology Trends	✓	✓						
DIGIB303	Managing Digital Business Transformation	✓	✓						
DIGIB304	Digital Business Enterprise Implementation	✓	✓						
MGSYS301	Tools for Managing Projects	✓	✓						
MSYS319	Industry Experience 2			✓	✓				
MSYS335	Managerial Decision Making			✓	✓				
MSYS351	E-Business: IT Strategy in Action			✓	✓				
MSYS353	Smart Technologies and Social Media			✓	✓				
MSYS358	E-Business Implementation			✓	✓				
MSYS365	Business Analysis and Consultancy			✓	✓				
MSYS366	Managing Projects			✓	✓				
MSYS376	Operations Management			✓	✓				
MSYS390	Directed Study				✓				
MSYS435	Advanced Managerial Decision Making			✓	✓				
MSYS451	Advanced E-Business: IT Strategy in Action			✓	✓				
MSYS453	Advanced Smart Technologies and Social Media			✓	✓				
MSYS458	Advanced E-Business Implementation			✓	✓				
MSYS465	Advanced Business Analysis and Consultancy			✓	✓				
MSYS466	Advanced Project Management			✓	✓				
MSYS476	Advanced Operations Management			✓	✓				
MSYS490	Directed Study				✓				
ECON528	Econometric Topics: Macroeconomics and Finance					✓	✓	✓	✓
FINA511	Advanced Corporate Finance					✓	✓	✓	✓
FINA512	Investments and Portfolios					✓	✓	✓	✓
INMG501	E-Global Business: Strategic Management and Marketing					✓	✓	✓	✓
MCOM502	Managing Virtual Team Communication								✓
MCOM585	Public Relations: Context and Applications					✓	✓	✓	✓
MKTG552	Advanced Advertising Strategy					✓	✓	✓	✓
MNGT501	Research Methods in Management Studies						✓	✓	
MSYS519	Professional Field Internship								✓
MSYS552	Applied Research Methods and Project								✓
MSYS555	Digital Business Management					✓	✓	✓	✓
MSYS558	Contemporary Issues in Digital Business					✓	✓	✓	✓
MSYS559	E-Business Technologies					✓	✓	✓	✓
MSYS577	E-Enabled Agile Supply Chains					✓	✓	✓	✓

MSYS591	Management Systems Dissertation	✓	✓		
MSYS592	Management Systems Dissertation			✓	
MSYS593	Management Systems Thesis			✓	
MSYS594	Management Systems Thesis				✓
STMG512	Strategic Innovation	✓	✓	✓	✓
STMG524	Entrepreneurship, Theory and Practice	✓	✓	✓	✓

Digital Business as a Subject, Major or Minor

Digital Business is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/DIGIB

Digital Business as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Digital Business.

If Digital Business is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Digital Business major are that you must include:

- DIGIB101 The World of Digital Business
- STMGT101 Introduction to Management
- DIGIB201/301 Social Media Analytics
- DIGIB202 The Techno-Savvy Business
- MGSYS200/301 Tools for Managing Projects
- DIGIB302 Digital Business Technology Trends
- DIGIB303 Managing Digital Business Transformation
- DIGIB304 Digital Business Enterprise Implementation

And when required:

- MGSYS202/302 Project Management Systems, Processes and Personnel

No more than three 200-level papers may be included in this major.

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Digital Business as Minor

A minor may only be taken with a single major. To complete a minor in Digital Business, you must complete 60 points including at least 30 points above 100-level from DIGIB papers.

The specific requirements for the Digital Business minor are that you must include:

- DIGIB101 The World of Digital Business

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/DIGIB

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. You must also meet the specific requirements prescribed for any subject.

There are no specific requirements for Digital Business but the following programme is recommended:

- DIGIB202 The Techno-Savvy Business
- MSYS221 Entrepreneurial Electronic Commerce
- MSYS353/453 Smart Technologies and Social Media

Remaining papers may be selected from:

- ACCT324 Legal Issues in Business and E-Commerce
- DIGIB201/301 Social Media Analytics
- ECON309/409 New Economics of Business
- 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
- STMG346/446 Managing Innovation

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/DIGIB

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.

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 papers.waikato.ac.nz/subjects/DIGIB

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 including at least 90 points from one subject area, 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.

There are no specific requirements for Digital Business but the following programme is recommended:

- MNGT501 Research Methods in Management Studies
- MSYS591 Dissertation

And choose 60 points from:

- ECON528 Econometric Topics: Macroeconomics and Finance
- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios
- INMG501 E-Global Business: Strategic Management and Marketing
- MCOM585 Public Relations: Context and Applications
- MKTG552 Advanced Advertising Strategy
- MSYS555 E-Business Management
- MSYS558 Contemporary Issues in E-Business
- MSYS577 E-Enabled Agile Supply Chains
- STMG512 Strategic Innovation
- STMG524 Entrepreneurship, Theory and Practice

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/DIGIB

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 Digital Business (MDigiBus)

The completion requirements for the MDigiBus are dependent on your admission criteria; please see the MDigiBus qualification information for further details. However all students must select a stream (Professional or Research).

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 papers.waikato.ac.nz/subjects/DIGIB

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/DIGIB for paper details.

Economics

Why choose Economics?

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

Economics 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 make better business and management decisions.

Visit www.management.ac.nz/economics

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 papers.waikato.ac.nz/subjects/ECONS

[illegible]

ECONS302	Microeconomics and Business Economics	✓	✓	✓					
ECONS303	Applied Quantitative Research Methods	✓	✓	✓					
ECONS304	International Economics Issues	✓	✓	✓					
ECONS305	Entrepreneurial Discovery and Innovation	✓	✓	✓					
ECONS306	Economics and Strategic Interaction	✓	✓	✓					
ECONS307	Economics of Land, Water and Environment	✓	✓	✓					
FINA311	Corporate Finance				✓	✓			
FINA312	Portfolios and Markets				✓	✓			
FINA313	Capital Markets				✓	✓			
ECON401	Monetary and Macroeconomics				✓	✓			
ECON404	Econometrics				✓	✓			
ECON406	International Trade and Finance				✓	✓			
ECON407	Experimental and Behavioural Economics				✓	✓			
ECON408	Managerial Economics and Strategy				✓	✓			
ECON409	New Economics of Business				✓	✓			
ECON413	Economics of Human Resources and Public Policy				✓	✓			
ECON414	Markets, Competition and Organisation				✓	✓			
ECON415	Environmental and Natural Resource Economics				✓	✓			
ECON419	China's Economic Development				✓	✓			
ECON439	Urban and Regional Economics				✓	✓			
ECON490	Directed Study					✓			
ECON495	Industry Experience 4								
ECON499	Report of an Investigation								
FINA417	Multinational Financial Management				✓	✓			
ECON501	Macroeconomic Analysis				✓		✓	✓	✓
ECON508	Applied Microeconomics with Game Theory				✓		✓	✓	✓
ECON519	Microeconomic Analysis - Methods				✓		✓	✓	✓
ECON520	Microeconomic Analysis - Theory				✓		✓	✓	✓
ECON524	Topics in Economic Policy Analysis				✓		✓	✓	✓
ECON526	Law and Economics				✓		✓	✓	✓
ECON528	Econometric Topics: Macroeconomics and Finance				✓		✓	✓	✓
ECON529	Microeconometrics				✓		✓	✓	✓
ECON530	Topics in Development Economics				✓		✓	✓	✓
ECON531	International Trade: Theory and Policy Issues				✓		✓	✓	✓
ECON532	International Finance and Open Economy Macroeconomics				✓		✓	✓	✓
ECON533	Topics in Trade and Development				✓		✓	✓	✓
ECON535	Topics in Economic Research				✓		✓	✓	✓
ECON539	Environmental and Resource Economics				✓		✓	✓	✓
ECON543	Applied Econometrics				✓		✓	✓	✓
ECON552	Global Trade Modelling				✓		✓	✓	✓
ECON589	Directed Study				✓			✓	✓
ECON590	Directed Study				✓			✓	✓
ECON591	Economics Dissertation				✓			✓	✓
ECON592	Economics Dissertation				✓			✓	✓
ECON593	Economics Thesis							✓	✓
ECON594	Economics Thesis							✓	✓
ECON599	Report of an Investigation								
FINA506	Finance Theory				✓		✓	✓	✓
FINA510	Financial Theory and Corporate Policy								✓
FINA519	Derivatives Two				✓		✓	✓	✓
MNGT501	Research Methods in Management Studies								✓
MNGT502	Research Methods in Management Studies for Economics and Finance							✓	✓

Economics as a Subject, Major or Minor

Economics is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate and Honours degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/ECONS

Economics as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Economics.

If Economics is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Economics major are that you must include:

- ECONS101 Business Economics and the New Zealand Economy
- ECONS102 Economics and Society
- ECONS200 Understanding the Global Economy
- ECONS202/301 Economic Growth and Wellbeing
- ECONS205 Data Analytics with Business Applications
- ECONS302 Microeconomics and Business Economics

Remaining paper(s) are selected from:

- ECONS203/306 Economics and Strategic Interaction
- ECONS204/307 Economics of Land, Water and Environment
- ECONS303 Applied Quantitative Research Methods
- ECONS304 International Economic Issues
- ECONS305 Entrepreneurial Discovery and Innovation

No more than three 200-level papers may be included in this major.

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

Bachelor of Business Analysis (BBA)

There are no additional requirements for the major within the BBA.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Bachelor of Business Analysis with Honours (BBA(Hons))

To complete the BBA(Hons), 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) 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
- ECON508 Applied Microeconomics with Game Theory
- ECON519 Microeconomic Analysis - Methods
- ECON520 Microeconomic Analysis - Theory
- ECON528 Econometric Topics: Macroeconomics and Finance
- ECON529 Microeconometrics
- ECON543 Applied Econometrics

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.

Economics as a Minor

A minor may only be taken with a single major. To complete a minor in Economics you must complete 60 points including at least 30 points above 100-level from ECONS papers.

The specific requirements for the Economics minor are that you must include:

- ECONS101 Business Economics and the New Zealand Economy

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/ECONS

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, including at least 75 points at 300-level or above. At least 90 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:

- Either ECONS200 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 papers.waikato.ac.nz/subjects/ECONS

Note: *These 200-level papers are not available in 2018 please see MSC for programme advice. 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.

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 papers.waikato.ac.nz/subjects/ECONS

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 including at least 90 points from one subject area, 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.

The specific requirements for Economics are that you must include at least one of (see note below):

- ECON501 Macroeconomic Analysis
- ECON508 Applied Microeconomics with Game 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 tick-chart table. Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/ECONS

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

- 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 MMS information for further details).
- Meet the specific requirements prescribed for any subject

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: ECON501 Macroeconomic Analysis
- Microeconomics: ECON508 Applied Microeconomics with Game Theory
- Econometrics: One of ECON528 Econometric Topics: Macroeconomics and Finance or ECON529 Microeconometrics or ECON543 Applied Econometrics

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:

- Either ECON501 Macroeconomic Analysis, or ECON508 Applied Microeconomics with Game Theory
- One of ECON528 Econometric Topics: Macroeconomics and Finance, ECON529 Microeconometrics or ECON543 Applied Econometrics
- FINA510 Financial Theory and Corporate Policy
- FINA517 Investments, Portfolios and Financial Markets

Remaining papers can be chosen from those ticked for this qualification and relevant subject in the tick-chart table (though for Applied Economics and Finance please also see the Finance tick chart for further Finance papers that can be included). Paper offerings can change; for full details of available papers visit

papers.waikato.ac.nz/subjects/ECONS

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/ECONS for paper details.

Entrepreneurship and Innovation

Why choose Entrepreneurship and Innovation?

Entrepreneurship will teach you how to generate new ideas, to recognise and enact opportunities, 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 that 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 the market, and keeping your customers satisfied.

Visit www.management.ac.nz/entre

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 papers.waikato.ac.nz/subjects/ENTIN

Paper Code	Description	GradDip(EntreInn)	PGDip(EntreInn)
ENTIN101	The Entrepreneur		
HRMGT202	Human Resource Management		
MSYS221	Entrepreneurial Electronic Commerce		
STMGT201	Strategies for Enterprise	✓	
STMGT202	Strategies for People, Planet and Purpose	✓	
ACCT322	Law of Business Enterprises	✓	
ACCT324	Legal Issues in Business and E-Commerce		
HRMG342	Human Resource Management	✓	
INMG311	The International Business Environment	✓	
STMG316	New Venture Creation		
STMG321	Entrepreneurial Opportunity		
STMG324	Entrepreneurship and Innovation	✓	
STMG325	Self Actualising Leadership	✓	
STMG344	Strategies for People, Planet and Profit	✓	
STMG346	Managing Innovation	✓	
STMG385	Strategy for Enterprise	✓	
STMG388	Strategic Alliances and Networks	✓	
STMG391	Strategic Management	✓	
FINA403	Entrepreneurial Finance	✓	
STMG424	Entrepreneurship and Innovation	✓	
STMG425	Self-Actualising Leadership	✓	
STMG446	Managing Innovation	✓	
STMG488	Strategic Alliances and Networks	✓	
TOMG405	Entrepreneurship in Tourism and Hospitality	✓	
ACCT507	Accounting, Sustainability and a Changing Environment		✓
INMG501	E-Global Business: Strategic Management and Marketing		✓
INMG588	International Business Strategy		✓
STMG512	Strategic Innovation		✓
STMG524	Entrepreneurship, Theory and Practice		✓
STMG555	Foundations of Strategy and Organisation		✓

Entrepreneurship and Innovation as a Subject

Entrepreneurship is available as a subject for your graduate and postgraduate diploma programmes.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma, you must pass 120 points at 100-level or above, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. 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

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 papers.waikato.ac.nz/subjects/ENTIN

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 including at least 90 points from one subject area, 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.

The specific requirements for Entrepreneurship and Innovation are that you must 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

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/ENTIN

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.

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.

Visit www.management.ac.nz/finance

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 papers.waikato.ac.nz/subjects/FINAN

Paper Code	Description	BBA	BBus	BMS(Hons)	BBA(Hons)	GradCert(Fin)	GradDip(Fin)	PGCert(Fin)	PGDip(Fin)	MMS(Finance)	MMS(Professional Finance)	MMS(Applied Economics and Finance)
FINAN101	Introduction to Finance	✓	✓	✓								
MATHS166	Management Mathematics	✓	✓	✓								
ECONS205	Data Analytics with Business Applications					✓	✓					
FINAN200	Financial Management 1	✓	✓	✓								
FINAN202	Investments 1	✓	✓	✓								
FINAN203	Capital Markets and Institutions	✓	✓	✓								
FINAN204	Entrepreneurial Finance	✓	✓	✓								
ECON304	Econometrics					✓	✓					
FINA301	Behavioural Finance					✓	✓					
FINA305	Business Analysis and Valuation					✓	✓					
FINA306	Personal Wealth Management					✓	✓					
FINA311	Corporate Finance					✓	✓					
FINA312	Portfolios and Markets					✓	✓					
FINA313	Capital Markets					✓	✓					
FINA399	Applied Project in Finance											
FINAN301	Entrepreneurial Finance	✓	✓	✓								
FINAN302	Investments 2	✓	✓	✓								
FINAN303	Computer Modelling in Finance	✓	✓	✓								
FINAN304	Financial Risk Management	✓	✓	✓								
FINAN305	Financial Management 2	✓	✓	✓								
FINAN306	Capital Markets and Institutions	✓	✓	✓								
ECON404	Econometrics					✓	✓					
FINA401	Ethics in Finance					✓	✓					
FINA403	Entrepreneurial Finance					✓	✓					
FINA405	Business Analysis and Asset Valuation					✓	✓					

FINA412	Derivative Securities	✓	✓						
FINA413	Financial Markets and Institutions	✓	✓						
FINA415	Computer Modelling in Finance	✓	✓						
FINA417	Multinational Financial Management	✓	✓						
FINA495	Industry Experience 4								
FINA499	Report of an Investigation								
ECON501	Macroeconomic Analysis								✓
ECON507	Quantitative Skills for Finance and Economics							✓	
ECON508	Applied Microeconomics with Game Theory								✓
ECON519	Microeconomic Analysis - Methods								✓
ECON520	Microeconomic Analysis - Theory								✓
ECON524	Topics in Economic Policy Analysis								✓
ECON528	Econometric Topics: Macroeconomics and Finance	✓			✓	✓	✓		✓
ECON529	Microeconometrics				✓	✓	✓		✓
ECON532	International Finance and Open Economy Macroeconomics	✓			✓	✓	✓		✓
ECON533	Topics in Trade and Development								✓
ECON543	Applied Econometrics				✓	✓	✓		✓
FINA501	Computer Modelling for Financial Analysis								✓
FINA502	Derivative Securities One				✓	✓	✓	✓	✓
FINA503	Issues in Corporate Finance								✓
FINA504	International Corporate Finance				✓	✓	✓	✓	✓
FINA505	Applied Research Project in Finance								✓
FINA506	Finance Theory	✓			✓	✓	✓		✓
FINA507	Corporate Governance, Mergers and Acquisitions	✓			✓	✓	✓	✓	✓
FINA510	Financial Theory and Corporate Policy	✓			✓	✓	✓	✓	✓
FINA511	Advanced Corporate Finance	✓			✓	✓	✓		✓
FINA512	Investments and Portfolios	✓			✓	✓	✓		✓
FINA513	Advanced Behavioural Finance	✓			✓	✓	✓		✓
FINA515	Advanced Financial Modelling	✓			✓	✓	✓		✓
FINA516	Advanced Financial Modelling 1								✓
FINA517	Investments, Portfolios and Financial Markets	✓			✓	✓	✓	✓	✓
FINA519	Derivatives Two	✓			✓	✓	✓	✓	✓
FINA529	Advanced Derivatives	✓			✓	✓	✓		✓
FINA560	Special Interest Finance: Eastern Finance	✓			✓	✓	✓		✓
FINA589	Directed Study	✓				✓	✓		✓
FINA590	Directed Study	✓				✓	✓		✓
FINA591	Finance Dissertation	✓				✓	✓		✓
FINA592	Finance Dissertation	✓					✓		✓
FINA593	Finance Thesis						✓		✓
FINA594	Finance Thesis						✓		✓
FINA599	Report of an Investigation								
MNGT501	Research Methods in Management Studies					✓	✓		✓
MNGT502	Research Methods in Management Studies for Economics and Finance						✓	✓	✓

Finance as a Subject, Major or Minor

Finance is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate and Honours degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/FINAN

Finance as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Finance.

If Finance is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Finance major are that you must include:

- FINAN101 Introduction to Finance
- ECONS205 Data Analytics with Business Applications or MATHS168 Preparatory Mathematics (see note below)
- FINAN200 Financial Management 1
- FINAN202 Investments 1
- FINAN302 Investments 2
- FINAN305 Financial Management 2

Remaining paper(s) are selected from:

- FINAN203/306 Capital Markets and Institutions
- FINAN204/301 Entrepreneurial Finance
- FINAN303 Computer Modelling in Finance
- FINAN304 Financial Risk Management

No more than three 200-level papers may be included in this major.

Note: *MATHS168 should only be taken by students who do not meet the level 3 NCEA prerequisite requirements for ECONS205.*

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

Bachelor of Business Analysis (BBA)

There are no additional requirements for the major within the BBA.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Bachelor of Business Analysis with Honours (BBA(Hons))

To complete the BBA(Hons), 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) qualification information for further details).

You must also include:

- Either FINA591 Finance Dissertation or FINA592 Finance Dissertation
- No more than one ECON-coded paper

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.*

Finance as a Minor

A minor may only be taken with a single major. To complete a minor in Finance you must complete 60 points including at least 30 points above 100-level from FINAN papers.

The specific requirements for the Finance minor are that you must include:

- FINAN101 Introduction to Finance

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/FINAN

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, including at least 75 points at 300-level or above. At least 90 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:

- 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 papers.waikato.ac.nz/subjects/FINAN

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.

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 papers.waikato.ac.nz/subjects/FINAN

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 including at least 90 points from one subject area, 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.

The specific requirements for Finance are that you must 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 papers.waikato.ac.nz/subjects/FINAN

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

- Take MNGT501 Research Methods in Management Studies or MNGT502 Research Methods in Management Studies for Economics and Finance (unless passed previously) (see note below)
- Take a dissertation (591/592) or thesis (593/594) in your subject area (see note below)
- Submit a Portfolio of Achievement (see MMS information for further details)
- Meet the specific requirements prescribed for any subject.

MMS in Finance

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

- FINA511 Advanced Corporate Finance
- FINA512 Investments and Portfolios

MMS in Applied Economics and Finance

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:

- Either ECON501 Macroeconomic Analysis or ECON508 Applied Microeconomics with Game Theory
- One of ECON528 Econometric Topics: Macroeconomics and Finance, ECON529 Microeconometrics or ECON543 Applied Econometrics
- FINA510 Financial Theory and Corporate Policy
- FINA517 Investments, Portfolios and Financial Markets

MMS in Professional Finance (specialisation) – not being offered in 2018

The specific requirements for the Professional Finance specialisation are that you must include:

- FINA501 Computer Modelling for Financial Analysis
- FINA510 Financial Theory and Corporate Policy
- FINA517 Investment, Portfolios and Financial Markets
- ECON507 Quantitative Skills for Finance and Economics
- FINA502 Derivative Securities One
- FINA503 Issues in Corporate Finance
- FINA504 International Corporate Finance
- FINA507 Corporate Governance, Mergers and Acquisitions
- FINA519 Derivative Securities Two
- FINA516 Advanced Financial Modelling 1 (see note)
- FINA505 Applied Research Project in Finance (see note)

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

papers.waikato.ac.nz/subjects/FINAN

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.*

Note: *If you are taking the specialisation in Professional Finance, the MMS requirements to complete MNGT501 or MNGT502 and FINA591/592/593/594 are met by completing FINA516 and FINA505 respectively.*

Paper details

Please see papers.waikato.ac.nz/subjects/FINAN for paper details.

Human Resource Management

Why choose Human Resource Management?

Gain the skills to develop and manage an organisation's most valuable asset - its people. Studying Human Resource Management turns you into a strategic player who knows how to position employees for the long-term success of a company.

A career in human resources is all about selecting the right people for the right jobs; then knowing how to train, develop and motivate staff to improve their individual performance. It means you'll be involved in all areas of staff recruitment, salaries, employee benefits, training programmes, managerial behaviour and staff productivity.

We'll teach you how to achieve the best results from employees through practical workshops, where you'll apply human resource management practices to address real situations in the workplace. You'll also learn about employment relations laws, health and safety, work-life balance, organisational culture, and managing conflict, negotiation and diversity in the workplace.

Visit www.management.ac.nz/hr

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 papers.waikato.ac.nz/subjects/HRMGT

Paper Code	Description	BBus	BMS(Hons)	GradCert(HRM)	GradDip(HRM)	PGCert(HRM)	PGDip(HRM)	MMS(HRM)
ACCTN101	Accounting for Management	✓	✓					
ECONS101	Business Economics and the New Zealand Economy	✓	✓					
DIGIB101	The World of Digital Business	✓	✓					
FINAN101	Introduction to Finance	✓	✓					
LCOMM101	Introduction to Leadership Communication	✓	✓					
LCOMM102	Communication in an Online Society	✓	✓					
MGSYS101	Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
MRKTG101	Fundamentals of Successful Marketing	✓	✓					
STMGT101	Introduction to Management	✓	✓					
HRMGT201	Organisational Behaviour	✓	✓					
HRMGT202	Human Resource Management	✓	✓	✓				
HRMGT203	Remuneration and Reward	✓	✓	✓	✓			
LCOMM202	Leadership and Facilitation	✓	✓					
MGSYS201	Advanced Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
ECON313	Economics of Human Resources and Public Policy			✓	✓			
HRMG301	Managing Employees in the New Zealand Legal Environment			✓	✓			
HRMG341	Managerial Behaviour			✓	✓			
HRMG342	Human Resource Management			✓	✓			
HRMG343	Business Research Methods			✓	✓			
HRMG374	Women and Management			✓	✓			
HRMGT302	Human Resource Management in Legal Context	✓	✓					
HRMGT303	Strategic Human Resource Management	✓	✓					
HRMGT304	Human Resource Management of Diversity and Inclusion	✓	✓					
HRMGT305	Human Resource Management in Practice	✓	✓					
HRMGT306	Human Resource Management	✓	✓					
MCOM331	Managing Conflict and Consensus			✓	✓			

MCOM336	Negotiation and Persuasion	✓	✓		
STMG325	Self Actualising Leadership	✓	✓		
ECON413	Economics of Human Resources and Public Policy	✓	✓		
HRMG401	Managing Employees in the New Zealand Legal Environment	✓	✓		
HRMG402	Human Resource Management and Practice	✓	✓		
HRMG444	Organisational Development and Change	✓	✓		
HRMG445	Career Management and Development	✓	✓		
HRMG474	Women and Management	✓	✓		
HRMG488	International Human Resource Management	✓	✓		
HRMG490	Directed Study		✓		
HRMG495	Industry Experience 4				
HRMG499	Report of an Investigation				
MCOM431	Negotiation and Persuasion	✓	✓		
STMG425	Self-Actualising Leadership	✓	✓		
HRMG541	Issues for Managerial Behaviour in 21st Century Organisations			✓	✓
HRMG543	Pay and Performance Management			✓	✓
HRMG544	Human Resource Management Strategy			✓	✓
HRMG545	Employment Relations			✓	✓
HRMG566	Getting Into Human Resource Management			✓	✓
HRMG574	Women and Organisations			✓	✓
HRMG590	Directed Study			✓	✓
HRMG591	Human Resource Management Dissertation			✓	✓
HRMG592	Human Resource Management Dissertation				✓
HRMG593	Human Resource Management Thesis				✓
HRMG594	Human Resource Management Thesis				✓
HRMG599	Report of an Investigation				
MNGT501	Research Methods in Management Studies			✓	✓
PSYC571	The Psychology of Careers			✓	✓
PSYC572	Personnel Selection			✓	✓
PSYC573	Training and Development			✓	✓
PSYC579	Advances in Organisational Psychology			✓	✓
PSYC585	Leading Organisation Development			✓	✓

Human Resource Management as a Subject, Major or Minor

Human Resource Management is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/HRMGT

Human Resource Management as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Human Resource Management.

If Human Resource Management is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Human Resource Management major are that you must include:

- STMGT101 Introduction to Management or, if STMGT101 has already been included as part of another major, one of:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101/201 Integrated Thinking – Digital Business and Supply Chain Management
 - MRKTG101 Fundamentals of Successful Marketing
- HRMGT202/306 Human Resource Management
- HRMGT203 Remuneration and Reward
- LCOMM202 Leadership and Facilitation
- HRMGT302 Human Resource Management in Legal Context
- HRMGT303 Strategic Human Resource Management

One of:

- ACCTN101 Accounting for Management
- DIGIB101 The World of Digital Business
- ECONS101 Business Economics and the New Zealand Economy
- FINAN101 Introduction to Finance
- LCOMM101 Introduction to Leadership Communication
- LCOMM102 Communication in an Online Society
- MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management
- MGSYS201 Advanced Integrated Thinking – Digital Business and Supply Chain Management
- MRKTG101 Fundamentals of Successful Marketing

One of:

- HRMGT304 Human Resource Management of Diversity and Inclusion
- HRMGT305 Human Resource Management in Practice

And when required:

- LCOMM302 Conflict and Negotiation

No more than three 200-level papers may be included in this major.

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Human Resource Management as a Minor

A minor may only be taken with a single major. To complete a minor in Human Resource Management you must complete 60 points including at least 30 points above 100-level from HRMGT papers.

The specific requirements for the Human Resource Management minor are that you must include:

- STMGT101 Introduction to Management.

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/HRMGT

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, including at least 75 points at 300-level or above. At least 90 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:

- 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 papers.waikato.ac.nz/subjects/HRMGT

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.

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 papers.waikato.ac.nz/subjects/HRMGT

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 including at least 90 points from one subject area, 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.

The specific requirements for Human Resource Management are that you must include:

- HRMG544 Human Resource Management Strategy
- and 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 papers.waikato.ac.nz/subjects/HRMGT

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

- 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 papers.waikato.ac.nz/subjects/HRMGT

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/HRMGT for paper details.

International Management

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 to 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.

Visit www.management.ac.nz/intmgt

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 papers.waikato.ac.nz/subjects/INMGT

Paper Code	Description	PGCert(IntlMgt)	PGDip(IntlMgt)	MMSc(IntlMgt)
ACCT506	International Accounting	✓	✓	✓
ACCT551	International Tax Strategies	✓	✓	✓
AGRI501	International Agribusiness	✓	✓	✓
ECON531	International Trade: Theory and Policy Issues	✓	✓	✓
ECON532	International Finance and Open Economy Macroeconomics	✓	✓	✓
INMG501	E-Global Business: Strategic Management and Marketing	✓	✓	✓
INMG517	Current Issues in International Management	✓	✓	✓
INMG523	International Business Management			✓
INMG524	Managing International Alliances and Networks			✓
INMG525	Global Mind set and Cross-Cultural Management			✓
INMG588	International Business Strategy	✓	✓	✓
INMG591	Dissertation			✓
INMG592	Dissertation			✓
INMG593	International Management Thesis			✓
INMG594	International Management Thesis			✓
MCOM576	Intercultural Communication	✓	✓	✓
MCOM584	Sustainable Futures	✓	✓	✓
MKTG553	International Marketing	✓	✓	✓
MNGT501	Research Methods in Management Studies		✓	✓
MSYS555	Digital Business Management	✓	✓	✓
MSYS576	21st Century Logistics	✓	✓	✓
MSYS577	E-Enabled Agile Supply Chains	✓	✓	✓
STMG555	Foundations of Strategy and Organisation	✓	✓	✓

International Management as a Subject

International Management is available as either a minor subject for a bachelor's degree, or as a specialist subject for postgraduate programmes.

International Management as a Minor

A minor may only be taken with a single major. To complete a minor in International Management you must complete 60 points, by taking these four papers:

- STMGT101 Introduction to Management
- STMGT200 Strategy in the Global Economy Global Business Management
- ECONS200 Understanding the Global Economy
- STMGT305 Doing Business Internationally

Note: If STMGT101 has already been taken, then you may choose one of the following papers instead:

- SCMGT202 Global Supply Chains
- ECONS304 International Economic Issues
- An approved cultural or language paper

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate, you must pass 60 points at 500-level from one subject area and meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

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

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 including at least 90 points from one subject area, 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.

The specific requirements for International Management are that you must include:

- INMG588 International Business Strategy.

And choose 90 points, though papers often have prerequisites and careful programme planning will be required, from:

- ACCT506 International Accounting
- ACCT551 International Tax Strategies
- AGRI501 International Agribusiness
- ECON531 International Trade: Theory and Policy Issues
- ECON532 International Finance

- INMG501 E-Global Business: Strategic Management and Marketing
- 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

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/INMGT

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

- 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 papers.waikato.ac.nz/subjects/INMGT

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.*

Leadership Communication

Why choose Leadership Communication?

Research shows the best leaders and managers are outstanding communicators. Excellent communication skills are a powerful tool of leadership in all organisations, from small businesses to large government departments.

Leaders who possess superb written and verbal communication skills; and who can manage teams of individuals to perform at their best; play an important role in an organisation's success. These skills are equally essential for anyone who wishes to pursue a career in public relations, marketing or climb the ranks of management.

In this subject you'll explore the theory and practice of communication, such as writing business reports or giving professional speeches, and learn how to engage, motivate and influence people. You'll also gain an understanding of managing conflict, persuasion and negotiation, and helping organisations to implement strategic changes.

Visit www.management.ac.nz/leadership

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 papers.waikato.ac.nz/subjects/LCOMM

Paper Code	Description	BCS(Hons)	GradCert(LComm)	GradDip (LComm)	PGCert(LComm)	PGDip (LComm)	MMS(LComm)
LCOMM101	Introduction to Leadership Communication		✓				
LCOMM102	Communication in an online society		✓				
MCOM200	Management Communication		✓	✓			
MCOM211	Leadership Communication		✓	✓			
MCOM220	Communication Theory and Research		✓				
MCOM230	Professional Speaking and Speechwriting		✓	✓			
MCOM231	Interpersonal Communication at Work		✓	✓			
MCOM239	Events and Communication Management		✓	✓			
MCOM330	Professional Speaking and Speechwriting		✓	✓			
MCOM331	Managing Conflict and Consensus		✓	✓			
MCOM332	Professional and Public Relations Writing		✓	✓			
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						
MCOM392	Leading Change for Sustainability		✓	✓			
MCOM399	Communication Investigation in the Workplace						
MSYS319	Industry Experience 2						
MSYS335	Managerial Decision Making		✓	✓			
STMG325	Self Actualising Leadership		✓	✓			
MCOM430	Professional Speaking and Speechwriting		✓	✓			
MCOM431	Negotiation and Persuasion		✓	✓			
MCOM432	Professional and Public Relations Writing		✓	✓			
MCOM438	Communication Interventions		✓	✓			
MCOM440	Communicating social change		✓	✓			
MCOM476	Diversity Leadership		✓	✓			
MCOM480	Special Topic		✓				
MCOM490	Directed Study		✓	✓			
MCOM492	Leading Change for Sustainability		✓	✓			
MCOM495	Industry Experience 4						
MCOM499	Report of an Investigation						
MSYS435	Advanced Managerial Decision Making		✓	✓			
STMG425	Self-Actualising Leadership		✓	✓			
MCOM502	Managing Virtual Team Communication	✓			✓	✓	✓
MCOM506	Reputation Management	✓			✓	✓	✓
MCOM508	Communication for Investor Relations	✓			✓		
MCOM566	Special Topic	✓			✓	✓	
MCOM576	Intercultural Communication	✓			✓	✓	✓
MCOM579	Communication in Organisations	✓			✓	✓	✓
MCOM583	Leadership, Communication and Transformation	✓			✓	✓	✓
MCOM584	Sustainable Futures	✓			✓	✓	✓
MCOM585	Public Relations: Context and Applications	✓			✓	✓	
MCOM587	Communication Internship	✓			✓	✓	
MCOM589	Directed Study						

MCOM590	Directed Study	✓	✓	✓
MCOM591	Management Communication Dissertation	✓		✓
MCOM592	Management Communication Dissertation			✓
MCOM593	Management Communication Thesis			✓
MCOM594	Management Communication Thesis			✓
MCOM599	Report of an Investigation			
MNGT501	Research Methods in Management Studies	✓	✓	✓

Leadership Communication as a Minor or Subject

Leadership Communication is available as a minor for your undergraduate degree and as a subject for your other programmes.

Undergraduate and Honours degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/LCOMM

Bachelor of Communication Studies with Honours (BCS(Hons))

To complete 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 papers offered in the subject.

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

Leadership Communication as a Minor

A minor may only be taken with a single major. To complete a minor in Leadership Communication, you must complete 60 points including at least 30 points above 100-level from LCOMM papers.

The specific requirements for the Leadership Communication minor are that you must include:

- LCOMM101 Introduction to Leadership Communication

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/LCOMM

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. 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
- MCOM230/330/430 Professional Speaking and Speechwriting
- MCOM239/339 Events and Communication Management
- MCOM292 Business Communication
- MCOM331 Managing Conflict and Consensus
- MCOM332/432 Professional and Public Relations Writing
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM340/440 Communicating Social Change
- MCOM376/476 Diversity Leadership

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/LCOMM

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.

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 papers.waikato.ac.nz/subjects/LCOMM

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 including at least 90 points from one subject area, 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.

The specific requirements for Leadership Communication are that you must include at least 60 points from papers offered in the 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 papers.waikato.ac.nz/subjects/LCOMM

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

- 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 (unless passed previously) from:

- MCOM502 Managing Virtual Team 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 papers.waikato.ac.nz/subjects/LCOMM

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/LCOMM for paper details.

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.

Visit www.management.ac.nz/mgtsustain

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 papers.waikato.ac.nz/subjects/MGSUS

Paper Code	Description	GradDip(MgtStn)	PGCert(MgtStn)	PGDip(MgtStn)	MMS(MgtStn)
ECON339	Urban and Regional Economics	✓			
STMG325	Self Actualising Leadership	✓			
STMG344	Strategies for People, Planet and Profit	✓			
ACCT407	Accounting for Sustainability	✓			
ECON415	Environmental and Natural Resource Economics	✓			
ECON439	Urban and Regional Economics	✓			
STMG425	Self-Actualising Leadership	✓			
ACCT507	Accounting, Sustainability and a Changing Environment		✓	✓	✓
ACCT541	Forensic Accounting		✓	✓	✓
DEVS502	Sustainable Resource Issues		✓	✓	✓
ECON515	Economics and the Environment		✓	✓	✓
MCOM584	Sustainable Futures		✓	✓	✓
MNGT501	Research Methods in Management Studies			✓	✓
MSUS591	Management and Sustainability Dissertation			✓	✓
MSUS592	Management and Sustainability Dissertation				✓
MSUS593	Management and Sustainability Thesis				✓
MSUS594	Management and Sustainability Thesis				✓
POLS504	Gender, Justice and the Environment		✓	✓	✓
POLS537	Environmental Politics and Public Policy		✓	✓	✓
STMG580	Strategies for Sustainability		✓	✓	✓
TOMG502	Tourism Development and the Environment		✓	✓	✓

Management and Sustainability as a Subject

Management and Sustainability is available as a subject for your graduate and postgraduate programmes.

Graduate Diploma (GradDip)

To complete the requirements for a Graduate Diploma, you must pass 120 points at 100-level or above, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Management and Sustainability are that you must include:

- STMG344 Strategies for People, Planet and Profit
- ACCT407 Accounting for Sustainability
- ECON415 Environmental and Natural Resource Economics

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

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 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
- DEVS502 Sustainable Resource Issues
- POLS537 Environmental Politics and Public Policy
- TOMG502 Tourism Development and the Environment

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/MGSUS

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 including at least 90 points from one subject area, and submit a Portfolio of Achievement (see the Postgraduate Diploma qualification for further details). You must also 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

And choose no more than 60 points from:

- ACCT541 Forensic Accounting
- DEVS502 Sustainable Resource Issues
- MSUS591 Dissertation
- MNGT501 Research Methods in Management Studies
- POLS537 Environmental Politics and Public Policy
- TOMG502 Tourism Development and the Environment

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/MGSUS

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

- 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 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

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/MGSUS

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.*

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.

Visit www.management.ac.nz/systems

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 papers.waikato.ac.nz/subjects/MGSYS

Paper Code	Description	PGCert(MgtSys)	PGDip(MgtSys)	MMIS(MgtSys)
MSYS519	Professional Field Internship	✓	✓	✓
MSYS552	Applied Research Methods and Project	✓	✓	✓
MSYS555	Digital Business Management	✓	✓	✓
MSYS558	Contemporary Issues in Digital Business	✓	✓	✓
MSYS559	E-Business Technologies	✓	✓	✓
MSYS576	21st Century Logistics	✓	✓	✓
MSYS577	E-Enabled Agile Supply Chains	✓	✓	✓
MSYS590	Directed Study		✓	✓
MSYS591	Management Systems Dissertation		✓	✓
MSYS592	Management Systems Dissertation			✓
MSYS593	Management Systems Thesis			✓
MSYS594	Management Systems Thesis			✓
MNGT501	Research Methods in Management Studies		✓	✓

Management Systems as a Subject

Management Systems is available as a subject for your postgraduate programmes.

Postgraduate Certificate (PGCert)

To complete the requirements for a Postgraduate Certificate, you must pass 60 points at 500-level from one subject area and meet the specific requirements prescribed for any subject.

There are no specific requirements for this subject.

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

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 including at least 90 points from one subject area, 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.

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 papers.waikato.ac.nz/subjects/MGSYS.

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

- 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 papers.waikato.ac.nz/subjects/MGSYS

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.*

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 designing successful marketing campaigns, all with the aim of acquiring and satisfying customers.

You'll also have the opportunity to study specialist areas of marketing such as digital marketing, sports and event marketing, relationship marketing, professional selling, creativity and innovation, brand management, and international marketing.

Visit www.management.ac.nz/marketing

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 papers.waikato.ac.nz/subjects/MRKTG

Paper Code	Description	BBus	BMS(Hons)	BCS	BCS(Hons)	GradCert(Mrkt)	GradDip(Mrkt)	PGCert(Mrkt)	PGDip(Mrkt)	MMs(Mrkt)
ACCTN101	Accounting for Management	✓	✓	✓						
DIGIB101	The World of Digital Business	✓	✓	✓						
ECONS101	Business Economics and the New Zealand Economy	✓	✓	✓						
FINAN101	Introduction to Finance	✓	✓	✓						
LCOMM101	Introduction to Leadership Communication	✓	✓	✓						
LCOMM102	Communication in an Online Society	✓	✓	✓						
MGSYS101	Integrated Thinking - Digital Business and Supply Chain Management	✓	✓	✓						
MRKTG101	Fundamentals of Successful Marketing	✓	✓	✓		✓	✓			
STMGT101	Introduction to Management	✓	✓	✓						
MGSYS201	Advanced Integrated Thinking - Digital Business and Supply Chain Management	✓	✓	✓						
MRKTG200	Strategic Marketing Planning	✓	✓	✓		✓	✓			
MRKTG202	Consumer and Buyer Behaviour	✓	✓	✓		✓	✓			
MRKTG203	Advertising and Integrated Marketing Communications	✓	✓	✓		✓	✓			
MRKTG204	Digital Marketing and Branding	✓	✓	✓		✓	✓			
MKTG352	Marketing Research					✓	✓			
MKTG353	International Marketing					✓	✓			
MKTG354	Marketing of Services					✓	✓			
MKTG355	Consumer Behaviour					✓	✓			
MKTG356	Sports and Event Marketing					✓	✓			
MKTG358	Relationship Marketing					✓	✓			
MKTG359	Professional Selling					✓	✓			
MKTG370	Digital Marketing					✓	✓			

MKTG371	Strategic Brand Management	✓	✓		
MKTG372	Managing Creativity and Innovation	✓	✓		
MKTG373	Integrated Marketing Promotions	✓	✓		
MKTG375	Marketing Analytics	✓	✓		
MKTG390	Directed Study			✓	
MRKTG301	Business Development & Sales	✓	✓	✓	
MRKTG302	Marketing Research & Insights	✓	✓	✓	
MRKTG303	Services Marketing	✓	✓	✓	
MRKTG304	Consumer and Buyer Behaviour	✓	✓	✓	
MRKTG305	Digital Marketing and Branding	✓	✓	✓	
MRKTG306	Advertising and Integrated Marketing Communications	✓	✓	✓	
MSYS319	Industry Experience 2				
MKTG453	International Marketing		✓	✓	
MKTG454	Marketing of Services		✓	✓	
MKTG458	Relationship Marketing		✓	✓	
MKTG459	Professional Selling		✓	✓	
MKTG470	Digital Marketing		✓	✓	
MKTG471	Strategic Brand Management		✓	✓	
MKTG472	Managing Creativity and Innovation		✓	✓	
MKTG490	Directed Study			✓	
MKTG495	Industry Experience 4				
MKTG499	Report of an Investigation				
MKTG503	Marketing Healthcare Services	✓		✓	✓
MKTG551	Developments in Marketing Strategy	✓		✓	✓
MKTG552	Advanced Advertising Strategy	✓		✓	✓
MKTG553	International Marketing	✓		✓	✓
MKTG554	Service Marketing	✓		✓	✓
MKTG555	Consumer Behaviour	✓		✓	✓
MKTG556	Marketing Through the Sports Media	✓		✓	✓
MKTG557	Marketing and Society	✓		✓	✓
MKTG590	Directed Study	✓		✓	✓
MKTG591	Marketing Dissertation	✓		✓	✓
MKTG592	Marketing Dissertation				✓
MKTG593	Marketing Thesis				✓
MKTG594	Marketing Thesis				✓
MKTG599	Report of an Investigation				
MNGT501	Research Methods in Management Studies	✓		✓	✓

Marketing as a Subject, Major or Minor

Marketing is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate and Honours degree regulations

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/MRKTG

Marketing as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Marketing.

If Marketing is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Marketing major are that you must include:

- MRKTG101 Fundamentals of Successful Marketing or, if MRKTG101 has already been included as part of another major, one of:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101/201 Integrated Thinking – Digital Business and Supply Chain Management
 - STMGT101 Introduction to Management
- MRKTG200 Strategic Marketing Planning
- MRKTG202/304 Consumer & Buyer Behaviour
- MRKTG203/306 Advertising & Integrated Marketing Communications
- MRKTG204/305 Digital Marketing & Branding
- MRKTG301 Business Development & Sales

One of:

- ACCTN101 Accounting for Management
- DIGIB101 The World of Digital Business
- ECONS101 Business Economics and the New Zealand Economy
- FINAN101 Introduction to Finance
- LCOMM101 Introduction to Leadership Communication
- LCOMM102 Communication in an Online Society
- MGSYS101/201 Integrated Thinking – Digital Business and Supply Chain Management
- STMGT101 Introduction to Management

Remaining paper(s) are selected from:

- MRKTG302 Marketing Research & Insights
- MRKTG303 Services Marketing

No more than three 200-level papers may be included in this major.

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

Bachelor of Communication Studies (BCS)

The BCS single major requirements state that you must include LCOMM300 Communication Strategies as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Bachelor of Communication Studies with Honours (BCS(Hons))

To complete 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).

The specific requirements for Marketing are that you must include at least 60 points from:

- MKTG503 Marketing Healthcare Services
- 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
- MNGT501 Research Methods in Management Studies

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.*

Marketing as a Minor

A minor may only be taken with a single major. To complete a minor in Marketing, you must complete 60 points including at least 30 points above 100-level from MRKTG papers.

The specific requirements for the Marketing minor are that you must include:

- MRKTG101 Fundamentals of Successful Marketing

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/MRKTG

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Marketing are that you must include:

- MKTG209 Principles of Marketing (see note below)
- MKTG251 Strategic Marketing Planning (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 papers.waikato.ac.nz/subjects/MRKTG

Note: *These 200-level papers are not available in 2018 please see MSC for programme advice. 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.

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 papers.waikato.ac.nz/subjects/MRKTG

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 including at least 90 points from one subject area, 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.

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 papers.waikato.ac.nz/subjects/MRKTG

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

- 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 papers.waikato.ac.nz/subjects/MRKTG

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/MRKTG for paper details.

Public Relations

Why choose Public Relations?

The world of public relations is fast-growing and exciting. Get the public relations skills you need to help an organisation build trusted relationships with its key stakeholders and enhance its public reputation.

If you enjoy writing and talking to different people, and love framing ideas in imaginative and engaging ways, then a career in Public Relations may be right for you.

Public relations practitioners plan and implement communication campaigns to influence people's attitudes and behaviour. They are effective networkers who work closely with journalists to manage media publicity, and act as a crucial link between an organisation and its publics, such as the community, customers and corporate shareholders.

Public Relations professionals are also involved with crisis and issues management, government relations, lobbying, events, sponsorship and fundraising, and employee relations.

Visit www.management.ac.nz/pr

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 papers.waikato.ac.nz/subjects/PUBRL

Paper Code	Description	BBus	BMS(Hons)	BCS	BCS(Hons)	GradCert(PR)	GradDip(PR)	PGCert(PR)	PGDip(PR)	MMS(PR)
ACCTN101	Accounting for Management	✓	✓	✓						
DIGIB101	The World of Digital Business	✓	✓	✓						
ECONS101	Business Economics and the New Zealand Economy	✓	✓	✓						
FINAN101	Introduction to Finance	✓	✓	✓						
LCOMM101	Introduction to Leadership Communication	✓	✓	✓						
LCOMM102	Communication in an Online Society	✓	✓	✓						
MGSYS101	Integrated Thinking - Digital Business and Supply Chain Management	✓	✓	✓						
MRKTG101	Fundamentals of Successful Marketing	✓	✓	✓						
PUBRL101	Introduction to Public Relations	✓	✓	✓		✓	✓			
STMGT101	Introduction to Management	✓	✓	✓						
MCOM200	Management Communication					✓				
MCOM220	Communication Theory and Research					✓				
MCOM230	Professional Speaking and Speechwriting					✓				
MCOM231	Interpersonal Communication at Work					✓				
MGSYS201	Advanced Integrated Thinking - Digital Business and Supply Chain Management	✓	✓	✓						
PUBRL201	Media Relations and Publicity	✓	✓	✓		✓	✓			
PUBRL202	Health Communication Campaigns	✓	✓	✓		✓	✓			
PUBRL204	Contemporary Public Relations Writing	✓	✓	✓		✓	✓			
MCOM239	Events and Communication Management					✓	✓			
DIGIB301	Social Media Analytics	✓	✓	✓						
LCOMM301	Professional Speaking	✓	✓	✓						
LCOMM303	Leading Social Change	✓	✓	✓						
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				✓	✓		
PUBRL301	Stakeholder and Community Engagement	✓	✓	✓				
PUBRL302	Issues and Crisis Management	✓	✓	✓				
PUBRL303	Events Management	✓	✓	✓				
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							
MSYS453	Advanced Smart Technologies and Social Media				✓	✓		
MCOM502	Managing Virtual Team Communication		✓				✓	✓
MCOM506	Reputation Management		✓				✓	✓
MCOM508	Communication for Investor Relations		✓				✓	✓
MCOM566	Special Topic		✓				✓	✓
MCOM576	Intercultural Communication		✓				✓	✓
MCOM579	Communication in Organisations		✓				✓	✓
MCOM583	Leadership, Communication and Transformation		✓				✓	✓
MCOM584	Sustainable Futures		✓				✓	✓
MCOM585	Public Relations: Context and Applications		✓				✓	✓
MCOM587	Communication Internship		✓				✓	✓
MCOM589	Directed Study							
MCOM590	Directed Study		✓				✓	✓
MCOM591	Management Communication Dissertation		✓				✓	✓
MCOM592	Management Communication Dissertation							✓
MCOM593	Management Communication Thesis							✓
MCOM594	Management Communication Thesis							✓
MCOM599	Report of an Investigation							
MNGT501	Research Methods in Management Studies		✓				✓	✓

Public Relations as a Subject, Major or Minor

Public Relations is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate and Honours degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/PUBRL

Public Relations as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Public Relations.

If Public Relations is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Public Relations major are that you must include:

- PUBRL101 Introduction to Public Relations
- PUBRL201 Media Relations and Publicity
- PUBRL202 Health Communication Campaigns
- PUBRL204 Contemporary Public Relations Writing
- PUBRL301 Stakeholder and Community Engagement
- PUBRL302 Issues and Crisis Management

One of:

- ACCTN101 Accounting for Management
- ECONS101 Business Economics and the New Zealand Economy
- FINAN101 Introduction to Finance
- MGSYS101/201 Integrated Thinking – Digital Business and Supply Chain Management
- MRKTG101 Fundamentals of Successful Marketing
- STMGT101 Introduction to Management

Remaining paper(s) are selected from:

- DIGIB301 Social Media Analytics
- LCOMM301 Professional Speaking
- PUBRL303 Events Management
- LCOMM340 Leading Social Change

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

Bachelor of Communication Studies (BCS)

The BCS single major requirements state that you must include LCOMM300 Communication Strategies as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Bachelor of Communication Studies with Honours (BCS(Hons))

To complete 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).

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
- 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

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.*

Public Relations as a Minor

A minor may only be taken with a single major. To complete a minor in Public Relations, you must complete 60 points including at least 30 points above 100-level from PUBRL papers.

The specific requirements for the Public Relations minor are that you must include:

- PUBRL101 Introduction to Public Relations

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/PUBRL

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. 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 (see note below)
- 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 (see note below)
- MCOM334/434 Public Relations Cases
- MCOM336/431 Negotiation and Persuasion
- MCOM338/438 Communication Interventions
- MCOM340/440 Communicating Social Change
- MCOM376/476 Diversity Leadership
- MSYS353/MSYS453 Smart Technologies and Social Media

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/PUBRL

Note: *These 200-level papers are not available in 2018 please see MSC for programme advice. 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.

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 papers.waikato.ac.nz/subjects/PUBRL

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 including at least 90 points from one subject area, 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.

The specific requirements for Public Relations are that you must include:

- MCOM584 Sustainable Futures
- MCOM585 Public Relations: Context and Applications.

and choose no more than 60 points from:

- MCOM502 Managing Virtual Team 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 papers.waikato.ac.nz/subjects/PUBRL

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

- 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
- 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 papers.waikato.ac.nz/subjects/PUBRL

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/PUBRL for paper details.

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 management. It considers the 'total enterprise' to ensure all of an organisation's resources are being managed effectively as a cohesive unit.

In this subject, you'll learn how to think critically about a company's situation and devise strategies to improve future performance. You'll develop an eye for emerging threats and opportunities, such as new competitors or changing consumer trends, and keeping pace with legislative or market changes.

You'll also analyse practical case studies about real-world companies to help you to develop your analytical, decision-making and problem-solving skills, which are in high demand with employers.

Visit www.management.ac.nz/strategy

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 papers.waikato.ac.nz/subjects/STMG

Paper Code	Description	BBus	BMS(Hons)	GradCert(StratMgt)	GradDip(StratMgt)	PGCert(StratMgt)	PGDip(StratMgt)	MMS(StratMgt)
ACCTN101	Accounting for Management	✓	✓					
DIGIB101	The World of Digital Business	✓	✓					
ECONS101	Business Economics and the New Zealand Economy	✓	✓					
ENTIN101	The Entrepreneur			✓	✓			
FINAN101	Introduction to Management	✓	✓					
LCOMM101	Introduction to Leadership Communication	✓	✓					
LCOMM102	Communication in an Online Society	✓	✓					
MGSYS101	Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
MRKTG101	Fundamentals of Successful Marketing	✓	✓					
STMG101	Introduction to Management			✓	✓			
MGSYS201	Advanced Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
STMG200	Strategy in the Global Environment			✓	✓			
STMG201	Strategies for Enterprise	✓	✓	✓	✓			
STMG202	Strategies for People, Planet and Purpose			✓	✓			
HRMG343	Business Research Methods			✓	✓			
HRMG374	Women and Management			✓	✓			
INMG311	The International Business Environment			✓	✓			
INMG317	Doing Business Internationally			✓	✓			
MSYS319	Industry Experience 2							
STMG316	New Venture Creation			✓	✓			
STMG321	Entrepreneurial Opportunity			✓	✓			
STMG324	Entrepreneurship and Innovation			✓	✓			
STMG325	Self Actualising Leadership			✓	✓			
STMG344	Strategies for People, Planet and Profit			✓	✓			
STMG346	Managing Innovation			✓	✓			
STMG385	Strategy for Enterprise			✓	✓			
STMG388	Strategic Alliances and Networks			✓	✓			
STMG391	Strategic Management			✓	✓			

HRMG444	Organisational Development and Change	✓	✓	
HRMG445	Career Management and Development	✓	✓	
HRMG474	Women and Management	✓	✓	
INMG412	International Business Strategy	✓	✓	
STMG424	Entrepreneurship and Innovation	✓	✓	
STMG425	Self-Actualising Leadership	✓	✓	
STMG446	Managing Innovation	✓	✓	
STMG488	Strategic Alliances and Networks	✓	✓	
STMG490	Directed Study		✓	
STMG495	Industry Experience 4			
STMG499	Report of an Investigation			
INMG501	E-Global Business: Strategic Management and Marketing		✓	✓
INMG517	Current Issues in International Management		✓	✓
INMG588	International Business Strategy		✓	✓
MNGT501	Research Methods in Management Studies			✓
STMG512	Strategic Innovation		✓	✓
STMG524	Entrepreneurship, Theory and Practice		✓	✓
STMG555	Foundations of Strategy and Organisation		✓	✓
STMG580	Strategies for Sustainability		✓	✓
STMG590	Directed Study			✓
STMG591	Strategic Management Dissertation			✓
STMG592	Strategic Management Dissertation			✓
STMG593	Strategic Management Thesis			✓
STMG594	Strategic Management Thesis			✓
STMG599	Report of an Investigation			

Strategic Management as a Subject, Major or Minor

Strategic Management is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/STMGT

Strategic Management as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Strategic Management.

If Strategic Management is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Strategic Management major are that you must include:

- STMGT101 Introduction to Management or, if STMGT101 has already been included as part of another major, one of:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101/201 Integrated Thinking – Digital Business and Supply Chain Management
 - MRKTG101 Fundamentals of Successful Marketing
- STMGT201 Strategies for Enterprise
- STMGT202 The Entrepreneur
- STMGT203 Business Model Innovation
- STMGT301 Strategy and Innovation Management
- STMGT302 Creating Value in a Connected World

One of:

- ACCTN101 Accounting for Management
- DIGIB101 The World of Digital Business
- ECONS101 Business Economics and the New Zealand Economy
- FINAN101 Introduction to Finance
- LCOMM101 Introduction to Leadership Communication
- LCOMM102 Communication in an Online Society
- MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management
- MGSYS201 Advanced Integrated Thinking – Digital Business and Supply Chain Management
- MRKTG101 Fundamentals of Successful Marketing

Remaining papers are selected from:

- STMGT303 Strategic Management
- STMGT304 Commercialising a New Venture
- STMGT305 Doing Business Internationally
- STMGT306 Entrepreneurial Ecosystems

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Strategic Management as Minor

A minor may only be taken with a single major. To complete a minor in Strategic Management, you must complete 60 points including at least 30 points above 100-level from STMGT papers.

The specific requirements for the Strategic Management minor are that you must include:

- STMGT101 Introduction to Management

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/STMGT

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, including at least 75 points at 300-level or above. At least 90 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:

- 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 papers.waikato.ac.nz/subjects/STMGT

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 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 papers.waikato.ac.nz/subjects/STMGT

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 including at least 90 points from one subject area, 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..

The specific requirements for Strategic Management are that you must include at least 60 points in STMG-coded papers.

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

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

- 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 papers.waikato.ac.nz/subjects/STMG

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/STMG for paper details.

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.

Supply Chain Management is essential if you plan to be a logistics manager, operations manager or e-commerce manager. You'll learn how to create a smooth supply chain and handle the entire distribution process, from the factory production line to the customer. You'll also learn how to integrate a company's departments, such as marketing and IT, to work well together towards a common goal.

This subject will give you the business and communication skills needed to manage complex information systems and organisational relationships. You'll understand the design and operation of international supply chains, transportation and logistics networks, and how to build partnerships.

Visit www.management.ac.nz/supplychain

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 papers.waikato.ac.nz/subjects/.

Paper Code	Description	GradCert(SCM)	GradDip(SCM)
DIGIB101	The World of Digital Business	✓	✓
MGSYS101	Integrated Thinking: Digital Business and Supply Chain Management	✓	✓
DIGIB202	The Techno-Savvy Business	✓	✓
MSYS221	Entrepreneurial Electronic Commerce	✓	✓
MSYS277	Global Supply Chain and Logistics	✓	✓
MSYS319	Industry Experience 2	✓	✓
MSYS335	Managerial Decision Making	✓	✓
MSYS358	E-Business Implementation	✓	✓
MSYS365	Business Analysis and Consultancy	✓	✓
MSYS366	Managing Projects	✓	✓
MSYS376	Operations Management	✓	✓
MSYS377	Supply Chain Management	✓	✓
MSYS390	Directed Study		✓
MSYS435	Advanced Managerial Decision Making	✓	✓
MSYS458	Advanced E-Business Implementation	✓	✓
MSYS465	Advanced Business Analysis and Consultancy	✓	✓
MSYS466	Advanced Project Management	✓	✓
MSYS476	Advanced Operations Management	✓	✓
MSYS477	Advanced Supply Chain Management	✓	✓
MSYS490	Directed Study		✓
MSYS495	Industry Experience 4		
MSYS499	Report of an Investigation		
MSYS519	Professional Field Internship		
MSYS552	Applied Research Methods and Project		
MSYS558	Contemporary Issues in E-Business		
MSYS576	21st Century Logistics		
MSYS577	E-Enabled Agile Supply Chains		
MSYS599	Report of an Investigation		

Supply Chain Management as a Minor or Subject

Supply Chain Management is available as a minor for an undergraduate degree and as a subject for other programmes.

Undergraduate degree requirements

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/SCMGT

Supply Chain Management as a Minor

A minor may only be taken with a single major. To complete a minor in Supply Chain Management, you must complete 60 points including at least 30 points above 100-level from SCMGT papers.

The specific requirements for the Supply Chain Management minor are that you must include:

- MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 papers.waikato.ac.nz/subjects/SCMGT

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, including at least 75 points at 300-level or above. At least 90 points must be from one subject area. You must also meet the specific requirements prescribed for any subject.

The specific requirements for Supply Chain Management are that you must include:

- MSYS277 Global Supply Chain and Logistics
- Either MSYS376 Operations Management or MSYS476 Advanced Operations Management
- Either MSYS377 Supply Chain Management or MSYS477 Advanced Supply Chain Management (see notes below)

And choose 60 points from:

- MSYS212 The Techno-Savvy Manager
- MSYS221 Entrepreneurial Electronic Commerce
- MSYS335 Managerial Decision Making
- MSYS358 E-Business Implementation
- MSYS365 Business Analysis and Consultancy
- MSYS366 Managing Projects
- MSYS435 Advanced Managerial Decision Making
- MSYS458 Advanced E-Business Implementation
- MSYS465 Advanced Business Analysis and Consultancy
- MSYS466 Advanced Project Management

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/SCMGT

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

Paper details

Please see papers.waikato.ac.nz/subjects/SCMGT for paper details.

Tourism and Hospitality Management

Why choose Tourism and Hospitality Management?

Tourism and hospitality is one of New Zealand's fastest-growing export industries, and it can take your career to new places. This subject will prepare you for an exciting global career managing tourism or hospitality businesses or events, in an industry that's focused on finding out what visitors want, and satisfying their needs. It's your ticket to work anywhere in the world!

You might even decide to become an entrepreneur and start up your own tourism or hospitality business.

The industry encompasses hotels/resorts, cruise ships, sport and leisure operators, restaurants, cafes, bars, theme parks, entertainment, arts and cultural attractions, special events, and much more.

Employers are looking for skilful, business-savvy managers who can plan, control, make strategic decisions, and understand the legal requirements for this sector - and that's where you come in.

- Learn how to design and deliver memorable travel experiences
- Build practical knowledge in areas such as service management, designing operational systems, business strategy, leading teams of staff, and managing financial resources.
- Gain skills in destination marketing, event management, and inter-cultural communication.

Visit www.management.ac.nz/tourhosp

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 papers.waikato.ac.nz/subjects/THMGT

Paper Code	Description	BBus	BMS(Hons)	GradCert(TourMgt)	GradDip (THMgt)	PGCert(TourMgt)	PGDip (THMgt)	MMS(TourMgt)
ACCTN101	Accounting for Management	✓	✓					
ECONS101	Business Economics and the New Zealand Economy	✓	✓					
FINAN101	Introduction to Finance	✓	✓					
MGSYS101	Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
MRKTG101	Fundamentals of Successful Marketing	✓	✓					
THMGT101	Fundamentals of Tourism and Hospitality	✓	✓					
DIGIB202	The Techno-Savvy Business							
MGSYS201	Advanced Integrated Thinking - Digital Business and Supply Chain Management	✓	✓					
THMGT201	Visitor Experiences	✓	✓					
THMGT202	Sustainable Tourism & Hospitality Management	✓	✓	✓	✓			
THMGT203	Tourism and Hospitality Enterprise Management	✓	✓		✓			
ACCT322	Law of Business Enterprise			✓	✓			
ACCT324	Legal Issues in Business and E-Commerce			✓	✓			
HRMG342	Human Resource Management			✓	✓			
MCOM376	Diversity Leadership							
MCOM392	Leading Change for Sustainability							
MKTG354	Marketing of Services			✓	✓			
MKTG358	Relationship Marketing							

MKTG371	Strategic Brand Management		
STMG321	Entrepreneurial Opportunity	✓	✓
STMG324	Entrepreneurship and Innovation	✓	✓
STMG385	Strategy for Enterprise	✓	
STMG388	Strategic Alliances and Networks	✓	✓
TOMG304	Tourism and Hospitality Law	✓	✓
TOMG306	Tourism and Hospitality Management Control and Decision Making	✓	✓
TOMG307	Managing Tourism Demand and Behaviour	✓	
TOMG309	Sustainable Events Operations and Venue Management		
TOMG310	Global Cruise Destinations		
TOMG390	Practical Research in Tourism and Hospitality		
THMG301	Hotel Venue Management	✓	✓
THMG302	Tourism & Hospitality Stakeholder Collaboration	✓	✓
THMG303	Destination Management	✓	✓
THMG304	Food & Beverage Systems Management	✓	✓
MCOM476	Diversity Leadership		
MCOM492	Leading Change for Sustainability		
MKTG454	Marketing of Services	✓	✓
MKTG458	Relationship Marketing		
MKTG471	Strategic Brand Management	✓	✓
MNGT496	A Management Internship: From Theory to Practice		
STMG424	Entrepreneurship and Innovation		
STMG488	Strategic Alliances and Networks	✓	✓
TOMG404	Event Management Strategies		✓
TOMG405	Entrepreneurship in Tourism and Hospitality	✓	✓
TOMG406	Hospitality Operations and Sustainable Management	✓	✓
TOMG409	Destination Management	✓	✓
TOMG490	Directed Study		
TOMG495	Industry Experience 4		
TOMG499	Report of an Investigation		
ANTH515	Ethnographic Research		✓
DEVS504	State Policies on Indigenous Development		✓
MNGT501	Research Methods in Management Studies		✓
TOMG502	Tourism Development and the Environment	✓	✓
TOMG503	Hotel and Resort Management	✓	✓
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		✓
TOMG593	Tourism Management Thesis		✓
TOMG594	Tourism Management Thesis		✓
TOMG599	Report of an Investigation		

Tourism and Hospitality Management as a Subject, Major or Minor

Tourism and Hospitality Management is available as a major or a minor for your undergraduate degree, and as a subject for your other programmes.

Undergraduate degree regulations

Remember that the Management Student Centre (MSC) provides services for students, including advice on selecting papers. For full details about all current subject papers including semesters, descriptions, prerequisites and more, visit papers.waikato.ac.nz/subjects/THMG

Tourism and Hospitality Management as a Major

To complete the requirements for a single major, you must pass 135 points, including at least 105 points above 100-level, of which at least 60 points must be above 200-level. As all papers are 15 points, you therefore complete two x 100-level, three x 200-level and four x 300-level papers. You must also meet the specific requirements prescribed for your subject, in this case Tourism and Hospitality Management.

If Tourism and Hospitality Management is your second major then you must pass 120 points including at least 90 points above 100-level, of which at least 45 points must be above 200-level. As all papers are 15 points, you would therefore complete two x 100-level, three x 200-level and three x 300-level for each major.

The specific requirements for the Tourism and Hospitality Management major are that you must include:

- MRKTG101 Fundamentals of Successful Marketing or, if MRKTG101 has already been included as part of another major, one of:
 - ACCTN101 Accounting for Management
 - ECONS101 Business Economics and the New Zealand Economy
 - FINAN101 Introduction to Finance
 - MGSYS101 Integrated Thinking – Digital Business and Supply Chain Management or MGSYS201 Advanced Integrated Thinking – Digital Business and Supply Chain Management
 - STMGT101 Introduction to Management
- THMGT101 Fundamentals of Tourism and Hospitality
- THMGT201 Visitor Experiences
- THMGT202 Sustainable Tourism & Hospitality Management
- THMGT203 Tourism and Hospitality Enterprise Management
- THMGT301 Hotel Venue Management
- THMGT302 Tourism & Hospitality Stakeholder Collaboration
- THMGT303 Destination Management

And when required:

- THMGT304 Food & Beverage Systems Management

Bachelor of Business (BBus)

The BBus single major requirements state that you must include MNMGT495/6/9 Industry Experience/Internship/Report of an Investigation as part of your major.

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

The BMS(Hons) professional and research honours streams require you to include a further 60 points at 500-level in papers that are relevant for your first major (see the degree planner for details).

Tourism and Hospitality Management as Minor

A minor may only be taken with a single major. To complete a minor in Tourism and Hospitality Management, you must complete 60 points including at least 30 points above 100-level from THMGT papers.

The specific requirements for the Tourism and Hospitality Management minor are that you must include:

- THMGT101 Fundamentals of Tourism and Hospitality

Graduate Certificate (GradCert)

To complete the requirements for a Graduate Certificate, you must pass 60 points at 100-level or above, including at least 45 points at 300-level or above. At least 45 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 (see note below)

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/THMGT

Note: *This 200-level paper is not available in 2018 please see MSC for programme advice. 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, including at least 75 points at 300-level or above. At least 90 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 (see note below)
- TOMG202 Managing Tourism Demand and Behaviour (see note below)

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 visit papers.waikato.ac.nz/subjects/THMGT

Note: *These 200-level papers are not available in 2018 please see MSC for programme advice. 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.

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 papers.waikato.ac.nz/subjects/THMGT

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 including at least 90 points from one subject area, 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.

The specific requirements for Tourism and Hospitality Management are that you must 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
- MNGT501 Research Methods in Management Studies

Paper offerings can change; for full details of available papers visit papers.waikato.ac.nz/subjects/THMGT

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

- 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 papers.waikato.ac.nz/subjects/THMGT

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.*

Paper details

Please see papers.waikato.ac.nz/subjects/THMGT for paper details.