

FACULTY OF BUSINESS AND ECONOMICS

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## Faculty of Business and Economics

### Academic Integrity

ACADINT A01

0 Points

#### Academic Integrity Course

An online course designed to increase student knowledge of academic integrity, university rules relating to academic conduct, and the identification and consequences of academic misconduct. Students work through a series of modules, outlining scenarios that they may encounter while studying at university. Each scenario provides information on relevant rules, resources and expected behaviour.

### Accounting

#### Stage I

ACCTG 101

15 Points

#### Accounting Information

Business decisions require accounting information. This course examines the analysis and interpretation of general-purpose financial statements. It assesses financing and investment decisions and covers the role of accounting information to support planning and control.

ACCTG 102

15 Points

#### Accounting Concepts

Basic principles and concepts of accounting that underlie the production of information for internal and external reporting. This course provides the technical platform for second year courses in financial and management accounting, finance, and accounting information systems.

*Prerequisite:* ACCTG 101 or BUSINESS 114

ACCTG 151G

15 Points

#### Financial Literacy

People who understand the basic principles of finance are likely to get much more mileage out of their money – whether spending, borrowing, saving or investing – than those who do not. Develop an understanding of how to be in control of spending and saving; understand borrowing; make informed investment decisions; know broadly what to insure and what not to; recognise scams and consider whether money is the key to happiness.

*Restriction:* May not be taken by students with a concurrent or prior enrolment in Accounting or Finance courses

#### Stage II

ACCTG 211

15 Points

#### Financial Accounting

Develops an understanding of factors influencing the development of New Zealand International Financial Reporting Standards (NZ IFRS). Applies a selection of NZ IFRS including accounting for leases, accounting for business combinations, and preparing group financial statements.

*Prerequisite:* ACCTG 102

ACCTG 221

15 Points

#### Cost and Management Accounting

Budgets and standards, costing systems, cost information for decision-making and control, performance appraisal, and contemporary related issues.

*Prerequisite:* ACCTG 102

ACCTG 222

15 Points

#### Accounting Information Systems

Encompasses the development and distribution of economic information about organisations for internal and external decision-making. Major themes include: objectives and procedures of internal control, the database approach to data management, data modelling, typical business documents and reports and proper system documentation through data flow diagrams and flowcharts.

*Prerequisite:* ACCTG 102, INFOSYS 110

#### Stage III

ACCTG 300

15 Points

#### Directed Study

ACCTG 311

15 Points

#### Financial Accounting

Explanatory and prescriptive theories of accounting provide the context for an examination of the determinants of financial reporting practice in New Zealand with special reference to accounting for pensions, foreign currency, deferred tax and financial instruments. Issues in international accounting and professional ethics are also addressed.

*Prerequisite:* ACCTG 211

ACCTG 312

15 Points

#### Auditing

An introduction to the audit of financial statements. The objective of an audit is to add credibility to the information contained in the financial statements. Emphasises the auditor's process in determining the nature and amount of evidence necessary to support management's assertions and providing a report expressing the auditor's opinion on the fair presentation of the client's financial statements.

*Prerequisite:* ACCTG 211, 222

ACCTG 321

15 Points

#### Strategic Management Accounting

A study of the design of revenue and cost management systems to facilitate strategic decisions. This includes activity-based costing and activity-based management. The learning environment is student-centred with the seminar leader's role being that of facilitator rather than lecturer. Students work not only as individuals but also in teams. The learning environment is a combination of lectures, case studies and related readings.

*Prerequisite:* ACCTG 221

ACCTG 323

15 Points

#### Performance Measurement and Evaluation

The design of performance measurement frameworks such as the Balanced Scorecard incorporating strategy maps and alignment principles. Methods of performance analysis will cover ratios, weighting systems and Data Envelopment Analysis. Evaluation principles and methods will include internal audit perspectives around project and programme evaluation, cost-benefit analysis, randomised control tests and value-for-money.

*Prerequisite:* 30 points passed at Stage II

ACCTG 331

15 Points

#### Revenue and Cost Management

Revenue management concepts and techniques and their support by cost management systems are studied with particular reference to service organisations. The range of services encompasses both private and public sector organisations. Components include: yield management,

pricing, linear programming, project management, valuation principles and methodologies.

*Prerequisite:* ACCTG 221

**ACCTG 371 15 Points**  
**Financial Statement Analysis**

How is financial statement information used to evaluate a firm's performance, risk and value? An opportunity to examine this question and to gain experience in evaluating performance, assessing risk and estimating value.

*Prerequisite:* ACCTG 211, FINANCE 251

**ACCTG 381 15 Points**  
**Special Topic**

**ACCTG 382 15 Points**  
**Special Topic**

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**Postgraduate 700 Level Courses**

**ACCTG 701 15 Points**  
**Research Methods in Accounting**

The theory and application of modern research methods in accounting. The content will include the philosophy, process and design of scientific research. Prior knowledge of basic statistical techniques is assumed.

*Restriction:* FINANCE 701

**ACCTG 702 15 Points**  
**Governance Issues in Accounting**

An introduction to the economic literatures relating to property rights, transaction cost economics, and agency theory. Application of these notions to the way in which organisations are structured. Identification of why some transactions are internalised and some are undertaken through markets. The application of these ideas to financial and managerial accounting.

*Restriction:* FINANCE 702

**ACCTG 703 15 Points**  
**Directed Study**

**ACCTG 707 15 Points**  
**Applied Accounting Research - Level 9**

Provides an overview and application of contemporary theories and research practices in a chosen accounting specialist field through an independently authored and presented research project.

*Prerequisite:* ACCTG 701

*Restriction:* FINANCE 707

**ACCTG 708 15 Points**  
**Fraud Auditing and Forensic Accounting**

Investigates key research and practical issues in forensic accounting and fraud auditing. Identifies and examines critical components of the financial and legal landscape, aimed at detecting, preventing, and investigating financial fraud and misconduct.

**ACCTG 709 15 Points**  
**Sustainability Accounting Research**

Examines the theoretical and empirical literature on sustainability accounting, including social and environmental reporting, assurance, and internal accounting to support external reporting.

**ACCTG 711 15 Points**  
**Financial Accounting Research**

A study of the contracting-cost theories of accounting policy choice and the related empirical literature. It focuses on agency and efficient contracting explanations for accounting choice. In particular, the course explores

the role of accounting in contracts between parties to the firm (e.g., manager, shareholders, debtholders, customers etc). The political process is also analysed to determine the impact on accounting policy choice. Incentives for managers to manipulate earnings under various economic settings are examined and the implications of this behaviour for accounting policy makers are analysed.

**ACCTG 714 15 Points**  
**Contemporary Auditing Research**

An examination of the theoretical and empirical literature relating to the demand and supply of auditing, theoretical support for auditing activity, measures of audit quality and related topics.

**ACCTG 721 15 Points**  
**Research in Management Control**

Provides an insight into the theoretical and empirical literature relating to management planning and control in private and public sector organisations. Explores the relationship between strategy, organisation design, and performance measurement and evaluation.

**ACCTG 722 15 Points**  
**Research in Revenue and Cost Management**

An examination of revenue and cost management arising from changes in competitive environments. Includes recent research on the design of revenue and cost management systems including developments such as theory of constraints in manufacturing, service and public sector organisations.

**ACCTG 759 30 Points**  
**Applied Research Consultancy Project - Level 9**

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**ACCTG 771 15 Points**  
**Accounting Information and Capital Markets**

The study of issues in evaluating accounting information and the use of accounting information by investors and analysts. This includes the examination of the empirical relationship between accounting earnings and share prices and the relationship between financial statement analysis and market efficiency. Perceived market failures will be analysed.

**ACCTG 780 15 Points**  
**Special Topic: Sustainability Accounting and Integrated Reporting**

Examines the theoretical and empirical literature on the role of sustainability accounting and integrated reporting and the determinants for the supply and demand for non-financial reporting and how this has evolved over time.

**ACCTG 781 15 Points**  
**Special Topic: Efficiency and Productivity Measurement**

Productivity and efficiency are core fundamentals across the spectrum encompassing individuals, organisations and economies. This course provides a theoretical structure for efficiency and productivity measurement and examines empirical models for estimating efficiency and productivity and analysing their underlying determinants.

**ACCTG 782 15 Points**  
**Special Topic**

<b>ACCTG 786</b> <b>Special Topic</b>	<b>15 Points</b>	<b>BUSINESS 114</b> <b>Accounting for Decision Making</b>	<b>15 Points</b>
<b>ACCTG 788</b> <b>Research Project - Level 9</b> <i>Restriction: ACCTG 789</i>	<b>30 Points</b>	Examines how understanding financial, non-financial and legal information is critical to business decision making. Considers the accounting and legal requirements, issues and mechanisms that impact management of an organisation. Develops skills in analysing, interpreting and communicating accounting information. <i>Restriction: ACCTG 101</i>	
<b>ACCTG 790</b> <b>Research Project - Level 9</b>	<b>30 Points</b>		
<b>ACCTG 791</b>	<b>60 Points</b>		
<b>ACCTG 791A</b>	<b>30 Points</b>	<b>BUSINESS 115</b> <b>Economics, Markets and Law</b>	<b>15 Points</b>
<b>ACCTG 791B</b>	<b>30 Points</b>	Considers how the economic and legal environment affects individuals, businesses, markets and the global economy. Explores the meaning and impact of price fluctuations, interest rate changes, exchange rate movements and balance of payments problems, standard of living comparisons, regional trading agreements, and regulatory and legal mechanisms and constraints. <i>Restriction: ECON 101, 111, 151, 151G, 191</i>	
<b>Dissertation - Level 9</b> <i>To complete this course students must enrol in ACCTG 791 A and B, or ACCTG 791</i>			
<b>ACCTG 796A</b>	<b>60 Points</b>		
<b>ACCTG 796B</b>	<b>60 Points</b>		
<b>Thesis for MCom - Level 9</b> <i>To complete this course students must enrol in ACCTG 796 A and B</i>		<b>BUSINESS 151</b> <b>Communication in a Multicultural Society</b>	<b>15 Points</b>
<hr/> <b>Business</b> <hr/>		Communication knowledge and skills are essential in business careers and for interpersonal and intercultural relationships. This course offers a theory-based approach combined with applied communication practices. Communication knowledge, competencies and skills are developed through exploring relationships, mediated communication, writing, team dynamics, oral presentation and technologies. <i>Restriction: BUSINESS 101 or 111</i>	
<hr/> <b>Stage I</b> <hr/>			
<b>BUSINESS 111</b> <b>Understanding Business</b>	<b>15 Points</b>		
Business involves creating and capturing different forms of value for diverse stakeholders. Considers customers and markets, and the wider context within which business operates. Develops an understanding of innovation and entrepreneurship and how to manage people. Develops personal and professional capabilities needed in business, including strategies to manage self and work effectively with others. <i>Restriction: BUSINESS 101, MGMT 101</i>			
<b>BUSINESS 112</b> <b>Managing Sustainable Growth 1</b>	<b>15 Points</b>		
Develops understanding of how to manage people, processes and resources for the benefit of business and society. Focuses on the decisions and trade-offs involved in growing a business, managing customer relationships, and competing in international markets. Explores strategies to enhance productivity and ensure sustainability, and how legal tools can be used to protect value. <i>Prerequisite: BUSINESS 111 and 15 points from SCIGEN 102, 102G, WTR 100, 101, WTRBUS 100, WTRENG 100, WTRMHS 100, WTRSCI 100</i>		<b>Stage II</b>	
<b>BUSINESS 113</b> <b>Managing Sustainable Growth 2</b>	<b>15 Points</b>	<b>BUSINESS 200</b> <b>Understanding Business Context</b>	<b>15 Points</b>
Develops understanding of how to manage people, processes and resources for the benefit of business and society. Focuses on innovation and entrepreneurship, growing a business, managing customer relationships, competing in international markets, strategies to enhance productivity and ensure sustainability, and how to protect value. Develops professional capabilities by engaging students in assessing a 'real world' case and proposing solutions and recommendations. <i>Prerequisite: BUSINESS 111 and 15 points from SCIGEN 102, 102G, WTR 100, 101, WTRBUS 100, WTRENG 100, WTRMHS 100, WTRSCI 100</i> <i>Restriction: BUSINESS 102, 112</i>		Equips students with an appreciation of the forces and actors at work beyond the market. In order to compete in the marketplace firms need to understand their nonmarket context - culture, law, regulations, politics and the physical environment - which all affect business opportunities and strategies. In turn, businesses can influence their environment, both through deliberate nonmarket strategies and as a result of their core operations. <i>Prerequisite: 15 points from BUSINESS 102, 112, 113, MGMT 101</i> <i>Restriction: INTBUS 210, MGMT 231</i>	
		<b>BUSINESS 201</b> <b>Special Topic</b>	<b>15 Points</b>
		<b>BUSINESS 202</b> <b>Business Consulting</b>	<b>15 Points</b>
		Teams will apply multidisciplinary knowledge to solve complex problems in business scenarios. Builds skills in interpreting and presenting business information, project management, ethical decision-making and working in teams. Develops and advances core knowledge, including goals and strategy, organisational culture and structure, marketing, legal analysis, operations and supply chain management, within a dynamic macroeconomic environment. <i>Prerequisite: 45 points from BUSINESS 112, 113, 114, 115 or ECON 152</i>	
		<b>BUSINESS 210</b> <b>Study Abroad 2A</b>	<b>15 Points</b>
		Course taken at an approved academic institution abroad. <i>Prerequisite: Academic Head or nominee approval</i>	

<b>BUSINESS 211</b> <b>Study Abroad 2B</b> Course taken at an approved academic institution abroad. <i>Prerequisite:</i> Academic Head or nominee approval	<b>15 Points</b>	<b>BUSINESS 328</b> <b>Special Topic</b> <i>Prerequisite:</i> 30 points in Management or International Business or Innovation and Entrepreneurship <i>Restriction:</i> BUSINESS 309	<b>15 Points</b>
<b>BUSINESS 291</b> <b>Communication Processes</b> Employers are demanding business school graduates with strong communication skills. Covers the theory and process of communication in today's knowledge and information intensive organisations. Develops oral and written communication skills, including professional presentations. Focuses on the role of interpersonal and team-based communication in building more effective business relationships. <i>Prerequisite:</i> 15 points from BUSINESS 102, 112, 113, 192, MGMT 101, 192 <i>Restriction:</i> MGMT 291	<b>15 Points</b>	<b>BUSINESS 350</b> <b>Business Simulation</b> An integrated team-based capstone experience based on a business simulation requiring students to demonstrate their ability to work collaboratively as they engage in strategic decision-making. <i>Prerequisite:</i> BUSINESS 202 and 30 points at Stage III from BCom courses <i>Restriction:</i> BUSINESS 351-353	<b>15 Points</b>
<b>Stage III</b>		<b>BUSINESS 351</b> <b>Industry Case</b> A challenging 'real world' business case project requiring demonstration of personal and professional skills as teams assess a situation, propose solutions and communicate recommendations. <i>Prerequisite:</i> BUSINESS 202 and 30 points at Stage III from BCom courses <i>Restriction:</i> BUSINESS 350, 352, 353	<b>15 Points</b>
<b>BUSINESS 300</b> <b>Directed Study</b>	<b>15 Points</b>	<b>BUSINESS 352</b> <b>Internship and Report</b> A project-based internship with a company or other appropriate organisation requiring written and oral reports of findings. <i>Prerequisite:</i> BUSINESS 202 and 30 points at Stage III from BCom courses <i>Restriction:</i> BUSINESS 350, 351, 353	<b>15 Points</b>
<b>BUSINESS 301</b> <b>Special Topic: Future17</b> Students will collaborate in international teams with peers across several universities to diagnose and propose innovative solutions to challenges presented by third-party organisations that fit within the United Nations Sustainable Development Goals. Skills in interdisciplinary and intercultural collaboration and Design Thinking are developed alongside academic mentors and third-party professionals. The course is delivered in collaboration with global Future17 partner universities.	<b>15 Points</b>	<b>BUSINESS 353</b> <b>Research Project</b> <i>Prerequisite:</i> BUSINESS 202 and a Grade Point Average of 6.0 or higher in 30 points at Stage III from BCom courses <i>Restriction:</i> BUSINESS 350, 351, 352	<b>15 Points</b>
<b>BUSINESS 302</b> <b>Special Topic</b>	<b>15 Points</b>	<b>Postgraduate 700 Level Courses</b>	
<b>BUSINESS 303</b> <b>Special Topic</b>	<b>15 Points</b>	<b>BUSINESS 704</b> <b>Quantitative Research Methods</b> Students will become familiar with underlying theory and current best practice in quantitative research through discussion and application of topics including measurement, design (including survey design), and computer-based data analysis. <i>Prerequisite:</i> BUSINESS 710 <i>Restriction:</i> MKTG 703, 704	<b>15 Points</b>
<b>BUSINESS 307</b> <b>Project Management and Report Writing</b> Develops knowledge and skills in project management and report writing which will underpin BUSINESS 308 Internship and Report. <i>Prerequisite:</i> BUSINESS 309, INNOVENT 201, 303	<b>15 Points</b>	<b>BUSINESS 705</b> <b>Qualitative Research Methods</b> Students will become familiar with current theory and practice as well as methodological debates in the use of qualitative methodologies, including ethnography, case studies, archival research, participant observation, interview and focus group methods, as well as transcription and analysis. A workshop on coding qualitative data will be included. <i>Prerequisite:</i> BUSINESS 710 or PSYCH 744 <i>Restriction:</i> MKTG 703, 704	<b>15 Points</b>
<b>BUSINESS 308</b> <b>Internship and Report</b> Develops practical knowledge and hands-on experience through a supervised internship and project in an innovative, entrepreneurial organisation. <i>Prerequisite:</i> BUSINESS 309, INNOVENT 201, 303	<b>30 Points</b>	<b>BUSINESS 708</b> <b>Special Topic</b>	<b>15 Points</b>
<b>BUSINESS 310</b> <b>Study Abroad 3A</b> Course taken at an approved academic institution abroad. <i>Prerequisite:</i> Academic Head or nominee approval	<b>15 Points</b>	<b>BUSINESS 709</b> <b>Special Topic</b>	<b>15 Points</b>
<b>BUSINESS 311</b> <b>Study Abroad 3B</b> Course taken at an approved academic institution abroad. <i>Prerequisite:</i> Academic Head or nominee approval	<b>15 Points</b>		
<b>BUSINESS 312</b> <b>Study Abroad 3C</b> Course taken at an approved academic institution abroad. <i>Prerequisite:</i> Academic Head or nominee approval	<b>15 Points</b>		

**BUSINESS 710** 15 Points  
**Conducting Research**  
 The pursuit of new knowledge requires the ability to recognise and design appropriate and robust research studies. Students explore the principles and practices of research design, including the fundamentals of where knowledge comes from; if and to what degree we can be certain about our findings; the ethics of research activities; and how a topic might be investigated from multiple approaches and philosophical perspectives.

**BUSINESS 711** 15 Points  
**Advanced Quantitative Research Methods**  
 An advanced seminar on recent developments in the application of quantitative methods in business research.  
*Prerequisite:* BUSINESS 704, 710, or Head of Department approval

**BUSINESS 712** 15 Points  
**Advanced Qualitative Research Methods**  
 An advanced seminar on recent developments in the application of qualitative methods in business research.  
*Prerequisite:* BUSINESS 705, 710, or Head of Department approval

**BUSINESS 713** 15 Points  
**Responsible Business**  
 Develops awareness of the significance of connections with place in Aotearoa New Zealand for thriving and equitable communities, sustainable and enduring partnerships, and flourishing relationships through principled action. Equips students with practical knowledge and skills for advanced study in their subject, transdisciplinary work and student-led engagement.

**BUSINESS 714** 15 Points  
**Advanced Consulting Methods - Level 9**  
 Prepares students for an applied research consulting project to be conducted with a company or client. Develops an understanding of the consulting role, client engagement process, solution development, and presentation techniques. Introduces tools and frameworks required to engage in consultancy work, including problem framing, identifying, and employing appropriate methodologies, and developing and presenting solutions to specific problems.

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## Business Accounting

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### Postgraduate 700 Level Courses

**BUSACT 701** 15 Points  
**Commercial and Corporate Law**  
 Examines the impact of the law on decision making and management of an organisation. Develops the ability to identify legal requirements, issues and mechanisms critical to managing the risk/reward profile of the firm and achieving its strategic objectives.  
*Prerequisite:* BUSACT 731, BUSMGT 709, or BUSMGT 731-733, 735

**BUSACT 702** 15 Points  
**Accounting Information Systems - Level 9**  
 Independently manages applied accounting information projects using specialised and advanced problem-solving skills. Students will research and critically assess major information risks and opportunities facing businesses, demonstrating an integrated understanding of relevant theories and approaches. Students will provide well-

justified recommendations to address the issues identified to improve company decision making.  
*Prerequisite:* BUSACT 703, 704 and BUSMGT 707, or BUSMGT 731-733, 735

**BUSACT 703** 15 Points  
**Taxation for Business**  
 Provides an overview of the Income Tax Act and the Goods and Services Tax Act and how they are relevant to taxpayers. Topics covered include the nature of income, taxation of common types of income, the deduction and prohibition of various types of expenses, tax accounting issues, provisional tax, rebates, PAYE system, tax returns, and an introduction to GST.  
*Prerequisite:* BUSACT 701, 732, 734, or BUSMGT 731-733, 735

**BUSACT 704** 15 Points  
**Auditing for Business**  
 Provides an understanding of the audit of financial statements that lends support to their credibility. Emphases will be on the audit process, including the planning stage to the issuing of the audit opinion.  
*Prerequisite:* BUSACT 701, 732, 734, or BUSMGT 731-733, 735

**BUSACT 705** 15 Points  
**Capstone Project for MProfAcctg - Level 9**  
 Provides opportunities to extend and integrate the understanding of theoretical and practical issues in accounting through a 'real-world' business case. Involves the assessment of risk, cost of capital, financial analysis of performance, forecasting, and the development of recommendations for change and/or improvement.  
*Prerequisite:* BUSACT 703, 704 and BUSMGT 707, or BUSMGT 731-733, 735

**BUSACT 731** 15 Points  
**Financial Reporting**  
 Provides an overview of financial accounting principles within New Zealand and the understanding and application of New Zealand Financial Reporting Standards. Focuses on the role financial statements play in investment, analysis and contracting decisions.  
*Prerequisite:* BUSMGT 713

**BUSACT 732** 15 Points  
**Business Finance**  
 Examines the functions of the markets for real and financial assets, and their valuation. Focuses on the various techniques that financial managers can create wealth for shareholders and stakeholders.  
*Prerequisite:* BUSACT 731, BUSMGT 709  
*Restriction:* BUSMGT 732

**BUSACT 734** 15 Points  
**Strategic Management Accounting**  
 Explores the pivotal role of strategic management accounting in fostering sustainable value creation and informed strategic choices. Assess strategic cost management tools, budgetary control systems, and performance measurement via practical projects. Delve into revenue and cost management system design, budget analysis, costing, decision-making systems, performance assessment, and contemporary issues.  
*Prerequisite:* BUSACT 731, BUSMGT 709  
*Restriction:* BUSMGT 734

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## Business Analytics

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### Stage I

**BUSAN 101** 15 Points

#### Data Visualisation Essentials

Master the art of data visualisation. Students will be empowered with the practical skills and insights needed to succeed in data visualisation for impactful communication. Through hands-on learning, participants will perfect the skill of selecting the right chart types, crafting visually compelling data representations, and navigating common pitfalls with finesse.

*Restriction: BUSAN 301*

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### Stage II

**BUSAN 200** 15 Points

#### Business Analytics

An introduction to data-driven decision-making. Develops skills in using data analysis methods and tools for analysing information. Equips students to apply modelling skills in a variety of decision-making applications relevant to business.

*Prerequisite: 15 points from ECON 221, ENGSCI 211, STATS 101, 108, and 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110*

*Restriction: INFOMGMT 290*

**BUSAN 201** 15 Points

#### Data Management

Rapid advancements in computing power and data storage capacity has changed how digital data is created, stored, consumed, and managed. As a result, business data exists in many formats and representations. Students will be equipped with contemporary data management tools and exploratory techniques to realise the value of data as a business asset.

*Prerequisite: 15 points from COMPSCI 101, 107, 130, INFOMGMT 192, INFOSYS 110*

*Restriction: INFOMGMT 292*

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### Stage III

**BUSAN 300** 15 Points

#### Data Wrangling and Big Data

Organisations are increasingly adopting big data analysis, predictive analytics, social data mining, and deep machine learning to gain business intelligence and insight. The value of such technologies relies on having high-quality data, yet raw data is messy and its transformation to add value is often neglected. Students will explore a data wrangling toolbox to add value to data.

*Prerequisite: 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222*

*Restriction: INFOMGMT 390*

**BUSAN 302** 15 Points

#### Machine Learning

Provides essential skills required to obtain data-driven insights that augment business decisions across a variety of application areas. This involves the identification of the problem, and implementation of effective data visualisations and appropriate machine learning models using cloud-based data analytics tools. Key concepts around big data will also be introduced.

*Prerequisite: BUSAN 200 and 15 points from BUSAN 201, INFOMGMT 292, INFOSYS 222*

*Restriction: INFOMGMT 393, INFOSYS 330*

**BUSAN 303** 15 Points  
**Special Topic**

**BUSAN 305** 15 Points

#### Simulation Modelling

Uncertainty exists in all management decisions and simulation is used for analysing systems in industry. Focuses on modelling real-world problems using a commercial simulation tool and the application of skills through industrial case studies. Topics include the simulation process, general queue modelling, modelling networks (computer or transportation networks) and simulating operations (machine scheduling or assembly line modelling).

*Prerequisite: 15 points from BUSAN 200, ECON 221, ENGSCI 255, INFOMGMT 290, OPSMG 255, 258, STATS 201-290*

*Restriction: OPSRES 385*

**BUSAN 306** 15 Points

#### Directed Study

**BUSAN 307** 15 Points

#### Professional Business Analytics

Focuses on the design and development of end-to-end analytics solutions to business problems. Engages students in issues and challenges relating to problem definition, selection of data analytics tools and techniques, and strategies for ensuring the effective communication of data insights to stakeholders. Develops strategic mindset and teamwork skills.

*Prerequisite: BUSAN 200, 201, and BUSAN 300 or 302*

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## Business Development

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### Postgraduate 700 Level Courses

**BUSDEV 711** 15 Points

#### Business in a Changing World

Examines the implications of disruptive technologies such as AI, blockchain and deep learning. Focuses on enabling managers to understand various disruptive trends such as aging populations, global shifts in economic power and urbanisation. Analytical tools, concepts and perspectives are provided which help managers analyse and put forward recommendations on how to navigate disruptive trends and technologies.

**BUSDEV 712** 15 Points

#### Financial Management

Develops an understanding of the financial implications of the decisions managers make and methods for ensuring clear communication of those decisions to various primary and secondary stakeholders. Fundamental techniques and tools required to manage finances and accounts are examined including assessing business feasibility, identifying suitable sources of financing and effectively communicating financial performance information.

*Restriction: BUSADMIN 765, 775*

**BUSDEV 713** 15 Points

#### Sustainable Value Chains

Explores the reasons for creating value for multiple stakeholders, while striking a balance between growth and sustainability in private and public organisations. Examines the ways in which sustainable value is created through effective and efficient operations, information systems, and supply chain management. Focuses on process design

for productivity and sustainability, particularly in uncertain and complex business contexts.

*Restriction: BUSADMIN 766, 776*

**BUSDEV 714** **Managing Creativity and People** **15 Points**

Examines creativity as a process of creating something novel or imaginative that leads to innovation. Focuses on collaborative and process-based approaches to managing organisational creativity. Explores how businesses can create environments and incentives which stimulate and encourage creativity and innovation.

**BUSDEV 715** **Contemporary Marketing** **15 Points**

Explores highly dynamic business environments and how ongoing digital transformation creates dramatic changes in the role of marketing. Develops an understanding of how collaboration with various stakeholders (e.g. customers, partners and competitors) can create and sustain value. Focuses on the theory and practice of contemporary marketing.

*Restriction: BUSADMIN 762, 772*

**BUSDEV 721** **Innovation Management and Strategy** **15 Points**

Examines various sources of innovation and the capabilities, processes and challenges of managing innovation and embedding it across an organisation. Focuses on the process of formulating innovation strategy and common elements of innovation strategies.

**BUSDEV 722** **Product Management** **15 Points**

Considers the product manager's role in developing and leading product strategy, managing a product portfolio, and helping to foster innovation. Develops capabilities to foster collaboration between functions, manage projects, develop persuasive business cases, and manage products throughout their lifecycle.

**BUSDEV 723** **New Product Development Processes** **15 Points**

Develops the knowledge and capabilities to lead new product development processes and launch products into the market. Examines practices for customer insight, design, prototyping, product planning, and go-to-market strategies.

**BUSDEV 724** **Designing for Sustainability** **15 Points**

Addresses challenges in designing for sustainability, including lifetime and disposal costs, environmental and social impacts, compliance issues, and tensions between corporate responsibility and profit generation. Explores contemporary topics like eco-innovation, circular economy, and social enterprise.

**BUSDEV 731** **Business Analytics** **15 Points**

Addresses the conditions of uncertainty under which more traditional methods of business analytics cannot always be applied. Explores how effective business analysis requires a systematic and multi-disciplinary approach to help drive business success. Examines various analytical methods to aid managerial decision making.

*Restriction: COMENT 708*

**BUSDEV 732** **Commercialising Technology** **15 Points**

Develops frameworks to help managers understand and

analyse the different stages of bringing technology to market and the associated risks and challenges. Examines how organisations set technology and commercialisation strategies and objectives and effectively manage portfolios of projects.

*Restriction: COMENT 703*

**BUSDEV 733** **Turning Technology into IP** **15 Points**

Clarifies the process of turning technology into intellectual property. Focuses on the different approaches, methods and processes to identify, evaluate and progress technology into intellectual property.

*Restriction: COMENT 703*

**BUSDEV 734** **Technology Entrepreneurship** **15 Points**

Focuses on the identification and management of strategic opportunities. Provides skills and knowledge to help managers and entrepreneurs to exploit science-based opportunities. Explores practices through which entrepreneurial action can create and capture value in new and established ventures.

*Restriction: COMENT 704*

**BUSDEV 741** **Strategy in a Disruptive Age** **15 Points**

Develops understanding of the nature of digitalisation, globalisation and other disruptive forces that are causing unprecedented changes in the business environment, irrespective of sector or geography. Focuses on the skills and knowledge managers require to craft and implement effective business strategies in quickly shifting conditions.

**BUSDEV 742** **Competing Globally** **15 Points**

Considers the necessity for New Zealand businesses to engage in business internationally and examines growth opportunities in global markets. Focuses on improving skills and knowledge for analysing international business environments, understanding cultural differences, and operating successfully in foreign markets.

**BUSDEV 743** **Managing Change** **15 Points**

Examines the challenges arising from businesses growth, and the consequential impact of change on which the design, culture and business processes of an organisation. Explores the implications of change and change management practices on internal and external stakeholders. Develops the skills and knowledge to help managers understand, plan and successfully navigate organisational changes.

**BUSDEV 744** **Leading Business Growth** **15 Points**

Explores the conditions under which traditional decision making methods and approaches are ineffective. Examines alternative approaches to leading business growth under uncertainty. Explores how to engage and manage stakeholders in communicating and executing high-impact decisions.

**BUSDEV 780** **Personal and Team Leadership - Level 9** **15 Points**

Develops mastery in personal and team leadership by engaging students with advanced leadership theories and practices within complex, uncertain, and creative business contexts. Students will apply innovative, research-informed tools and techniques to enhance leadership



capabilities and deepen self-awareness, including the critical evaluation of their own leadership impact. Through reflective development experiences, students will analyse, design, and implement leadership strategies tailored for diverse and evolving work environments, equipping them to lead transformation and adaptation in high-stakes, uncertain settings.

*Prerequisite:* 60 points from BUSDEV 722-724, BUSMAN 708

#### **BUSDEV 781 15 Points**

##### **Managing Collaborative Projects - Level 9**

Focuses on managers' responsibilities and challenges when leading, organising and working within collaborative projects. Explores and evaluates various distributed collaboration tools used to establish and manage project teams. Planning, control, and execution models for business development projects are reviewed and critiqued. Develops skills in the facilitation and effective management of complex collaborations and project team-dynamics within and beyond organisational boundaries.

*Prerequisite:* 60 points from BUSDEV 711-715, 721-724, 731-734, 741-744

#### **BUSDEV 782 30 Points**

##### **BUSDEV 782A 15 Points**

##### **BUSDEV 782B 15 Points**

##### **Capstone Project - Level 9**

Working with a client's real-world and real-time problem, students will choose, integrate, and apply theories, frameworks and tools to understand the problem, and subsequently generate and iterate possible solutions. Plans, reports and presentations will be produced and communicated with the intention of informing and influencing clients and affected stakeholders.

*Prerequisite:* BUSDEV 780, BUSDEV 781 or BUSMAN 710

*To complete this course students must enrol in BUSDEV 782 A and B, or BUSDEV 782*

## **Business Finance**

### **Postgraduate 700 Level Courses**

#### **BUSFIN 700 15 Points**

##### **Business Accounting and Finance**

Examines the use of accounting information for business decision-making and the application of ethical decision-making models. Analyses general-purpose financial statements and critically evaluates innovations in financial reporting aimed at incorporating sustainability and governance. Evaluates and applies cost and budget information used to support planning and control. Evaluates and applies financial information used in the assessment of financing and investment decisions.

#### **BUSFIN 701 15 Points**

##### **Economics for Financial Analysts**

Applies micro-and macro-economic concepts with a focus on companies and their relationships to the wider economy from an applied finance perspective. Explores the impact of consumers, firms, markets, and institutions on the macro-economy. Analyses economic data to evaluate the impact of contextual factors on business.

#### **BUSFIN 702 15 Points**

##### **Financial Markets Law**

Develops a critical awareness of regulatory legislation as it relates to financial markets in New Zealand and globally. Evaluates legal issues and their impact on capital decision-

making in the wider economic environment including taking into account ethical and social considerations.

#### **BUSFIN 703 15 Points**

##### **Corporate Finance**

Assesses the role and relationships of a financial manager with both internal and external stakeholders in different types of organisations. Develops analytical skills to apply models and frameworks to evaluate, propose and justify solutions for corporate finance issues in areas such as valuation of a firm, cost of capital, capital budgeting, and capital structure.

#### **BUSFIN 704 15 Points**

##### **Investment Decision-making**

Analyses the investment decision-making process from the perspective of an investor. Evaluates the role of the equity market and concepts of risk and return in investment decision-making. Develops and applies analytical skills and models to implement effective investment strategies including diversification, optimal portfolio formation, and the management of fixed income securities.

#### **BUSFIN 705 15 Points**

##### **Financial Risk Management**

Analyses the impact of a company's exposure to financial risks, including exchange rate risk, interest rate risk, and other financial price risks. Develops skills and strategies to mitigate potential financial risk exposure, including the use of hedging policies that contain derivative instruments. Considers the impact of environmental and social factors in the development of corporate risk management strategies.

#### **BUSFIN 706 15 Points**

##### **Advanced Financial Management - Level 9**

Critically evaluates the function of corporate financial management in a variety of organisation types from a range of stakeholder perspectives. Develops skills to address advanced financial management challenges in areas such as capital budgeting, valuation, capital structure, and mergers and acquisitions and applies these in strategic financial decision-making.

#### **BUSFIN 707 15 Points**

##### **Consultancy Practice**

Focuses on the responsibilities and challenges of working in collaborative projects. Develops the skills required to engage in consultancy work. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships.

#### **BUSFIN 710 15 Points**

##### **Financial Modelling Techniques**

Examines challenges in modelling uncertain financial outcomes and critically evaluates practitioner modelling tools available to financial analysts. Develops practical skills in designing and applying Excel-based financial models to solving common analytical problems in corporate finance and investment analysis.

#### **BUSFIN 711 15 Points**

##### **Financial Analytics Applications**

Examines how programming-based models can be applied to obtain enhanced analytical insights in a finance-related context. Develops skills in applying programming (such as Python or R) based tools to real-world financial challenges. Applies these tools both to obtain analytical insight and communicate information effectively.

**BUSFIN 712** 15 Points  
**Sustainable Finance**  
 Examines the intersection between sustainability and finance. Appraises sustainability risks, social challenges, and the implications for companies. Develops analytical skills in the integration of economic, social, and governance (ESG) factors in corporate finance and investment applications.

**BUSFIN 713** 15 Points  
**Climate Finance**  
 Investigates the key debates in climate finance related to climate change. Evaluates the financial impact of climate change and climate-related risks. Critically evaluates strategies and modelling techniques used by financial market participants in the assessment of the impact of climate change.

**BUSFIN 714** 15 Points  
**FinTech Applications**  
 Explores the characteristics of the FinTech market and potential opportunities for the use of FinTech applications in finance. Develops and appraises FinTech strategies for informing and addressing finance issues related to corporate finance and addressing investment management.

**BUSFIN 715** 15 Points  
**FinTech and Financial Intermediation**  
 Investigates emerging FinTech trends in financial intermediation and evaluates strategies and tactics for financial intermediaries in the banking, real estate and insurance sectors. Critically examines current practices in FinTech from the multiple perspectives of a consultant, regulator, incumbent financial institutions and entrepreneur.

**BUSFIN 716** 15 Points  
**Alternative Investments**  
 Examines the unique characteristics and roles of alternative asset classes in the context of investment management. Develops skills in analysing various aspects of these investments such as their risk-return profiles and their implications for investment management.

**BUSFIN 730** 30 Points  
**Applied Finance Industry Project**  
 Team-based applied finance consultancy project addressing a real-life financial challenge. Application of financial concepts, tools and skills to analyse the challenge and develop appropriate solutions. Professional communication of project outputs using written and oral formats.

*Prerequisite: BUSFIN 706*  
*Corequisite: BUSFIN 707*

**BUSFIN 731** 30 Points  
**Applied Finance Individual Industry Project**  
 Individual applied finance consultancy project addressing a real-life financial challenge. Application of financial concepts, tools and skills to analyse the challenge and develop appropriate solutions. Professional communication of project outputs using written and oral formats.

*Prerequisite: BUSFIN 706*  
*Corequisite: BUSFIN 707*

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## Business Human Resource Management

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### Postgraduate 700 Level Courses

**BUSHRM 701** 15 Points  
**Human Resource Analytics**  
 Develops the tools and frameworks for gathering and

analysing data on workforce skills, attitudes and behaviours and building models of how these variables influence business and employee outcomes.

*Prerequisite: BUSMGT 724, 751, 761, 762, with a B average or higher*

**BUSHRM 702** 15 Points  
**Strategic Human Resource Management - Level 9**  
 Focuses on how HR specialists can help business leaders to develop HR strategies that enhance organisational performance and employee well-being. Examines current and emerging research in HRM and evaluates contemporary practice.

*Prerequisite: BUSMGT 724, 751, 761, 762, with a B average or higher*

**BUSHRM 703** 30 Points  
**HRM Research Project - Level 9**  
 Explores human resource management within the business environment through research of a human resource management issue and the production of a written analytical research report that addresses that human resource management issue.

*Prerequisite: BUSMGT 724, 751, 761, 762, with a B average or higher*

**BUSHRM 710** 15 Points  
**Consultancy Practice**  
 Develops the tools and frameworks required to engage in consultancy work. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships.

*Prerequisite: BUSMGT 724, 751, 761, 762, with a B average or higher*

**BUSHRM 711** 30 Points  
**Consultancy Project for HRM - Level 9**  
 A research-informed consultancy project based on a human resource management internship with a company or other appropriate organisation with written and oral reports of the findings.

*Prerequisite: BUSMGT 724, 751, 761, 762, with a B average or higher*

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## Business Information Analytics

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### Postgraduate 700 Level Courses

**BUSINFO 700** 15 Points  
**Analysis of Business Problems**  
 Develops a managerial perspective on the use of small and big data in problem identification, analysis and decision-making. Explores big data strategies and develops an understanding of the business and industry context in which analytics professionals operate and how different parts of organisations interact.

**BUSINFO 701** 15 Points  
**Business Analytics Tools**  
 Develops skills in programming and business intelligence applications using the most commonly applied software and freeware. Provides insights into data wrangling and focuses on using tools for problem-solving, including their application in a variety of business settings.

**BUSINFO 702** 15 Points  
**Information Management**  
 Develops skills in the use of contemporary data management tools and the DataOps ecosystem to

optimise the efficient storage of data. Emphasises data stewardship, including data governance and related ethical considerations. Explores behavioural, strategic and social issues related to data management software and tools to create agile data organisations.

**BUSINFO 703 15 Points**

**Data Visualisation for Business**

Develops skills in unsupervised machine learning techniques, e.g., cluster analysis, factor analysis, and text mining, which enable unstructured and structured data to be leveraged to provide insights. Uses storytelling and visualisation techniques to translate data patterns in order to inform managerial decision-making.

*Prerequisite: BUSINFO 700*

**BUSINFO 704 15 Points**

**Predictive Business Analytics**

Provides insights into the most commonly used supervised machine learning techniques, e.g., linear regression, logistic regression, random forest techniques, neural networks. Applies these techniques to model data for predicting relevant events. Addresses caveats of the techniques and how to evaluate model validity and outcomes.

**BUSINFO 705 15 Points**

**Decision Analytics**

Explores how business analytics can be used to improve business processes and decisions. The link between quantitative models and qualitative processes is explicitly explored. Decision biases are considered in the context of decision modelling. Monte Carlo simulation and optimisation are among the decision tools taught.

**BUSINFO 706 15 Points**

**Customer and Market Insights**

Develops customer and market insight capabilities through the use of machine learning applications such as prospect selection, churn modelling, customer segmentation and attribution modelling. Focuses on the use of CRM data and explores the contributions that survey data can make. Explores campaign management and other aspects of implementing the results of analytical projects.

*Prerequisite: BUSINFO 704*

**BUSINFO 707 15 Points**

**Digital Machine Learning - Level 9**

Synthesises academic marketing research findings with previously taught knowledge about analytics, the digital channel, marketing planning and practice in order to attain marketing strategic goals. Enables students to critically and independently evaluate alternative analytics and machine learning techniques and apply these insights to formulating solutions to challenges involving, for example, web scraping, network analyses, google analytics and machine learning techniques such as text mining and cluster analysis.

*Prerequisite: BUSINFO 704*

**BUSINFO 708 15 Points**

**Supply Chain Optimisation**

Uses key analytic modelling techniques to analyse and optimise supply chains. Topics include facility location, network design, and general logistics. Key trade-offs are explored, including that difference between efficiency and effectiveness. Uncertainty is modelled and shown to be key in supply chain design.

*Prerequisite: BUSINFO 705*

**BUSINFO 709 15 Points**

**Supply Chain Analytics - Level 9**

Synthesises learning from business analytics methodologies (e.g., multivariate data analysis, data mining, and network visualisation) taught in prior classes. Requires application of the latest supply chain research findings from the academic literature in developing practical business solutions, involving issues such as supplier selection and multi-sourcing. Develops skills and knowledge to independently and critically address open-ended and ill-defined challenges in Supply Chain Management including complex tactical supply chain management problems, including supplier selection, multi-sourcing.

*Prerequisite: BUSINFO 704*

**BUSINFO 710 15 Points**

**Advanced Project Management**

Develops advanced project management skills and readiness for the final business analytics industry project, including definition and formulation of KPIs, risk assessment, progress monitoring, process evaluation, and reporting. Students will apply these skills in the formulation of an industry project proposal.

**BUSINFO 711 15 Points**

**Consultancy Practice**

Develops professional skills in communication, case practice, interviewing, networking, and business etiquette. Enhances team and management skills including conflict management and cultural awareness and builds resilience.

**BUSINFO 712 30 Points**

**Marketing Analytics Industry Project - Level 9**

Marketing analytics consultancy project for a client company with written and oral presentation.

*Prerequisite: BUSINFO 706, 707, 710*

**BUSINFO 713 30 Points**

**Supply Chain Analytics Industry Project - Level 9**

Supply chain analytics consultancy project for a client company with written and oral presentation.

*Prerequisite: BUSINFO 708-710*

**BUSINFO 714 30 Points**

**Marketing Analytics Project - Level 9**

Individual marketing analytics consultancy project for a client company with written and oral presentation.

*Prerequisite: BUSINFO 706, 707, 710*

**BUSINFO 715 30 Points**

**Supply Chain Analytics Project - Level 9**

Individual supply chain analytics consultancy project for a client company with written and oral presentation.

*Prerequisite: BUSINFO 708-710*

**BUSINFO 716 15 Points**

**Business Analytics for FinTech**

Study of the intersection of finance and business analytics. Considers strategies for improving portfolio performance and valuation accuracy from the perspective of a trader or fund manager, and considers how outside investors and regulators can better detect fraud; uses business analytics tools to improve financial projections.

*Prerequisite: BUSINFO 704*

**BUSINFO 717 15 Points**

**FinTech and Financial Intermediation - Level 9**

Examines emerging FinTech trends in financial intermediation such as digital transformation and responsible Innovation and evaluates strategies and tactics for financial intermediaries in the banking, real

estate and insurance sectors. Critically examines current practices in FinTech from the multiple perspectives of a consultant, regulator, incumbent financial institutions and entrepreneur.

*Prerequisite:* BUSINFO 704

**BUSINFO 718** 30 Points

### **FinTech Analytics Industry Project - Level 9**

Team-based FinTech analytics consultancy project for a client company with written and oral presentations.

*Prerequisite:* BUSINFO 710, 716, 717

**BUSINFO 719** 30 Points

### **FinTech Analytics Project - Level 9**

Individual FinTech analytics consultancy project for a client company with written and oral presentation.

*Prerequisite:* BUSINFO 710, 716, 717

## **Business International**

### **Postgraduate 700 Level Courses**

**BUSINT 710** 15 Points

#### **Consultancy Practice**

Develops the tools and frameworks required to engage in consultancy work. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships.

*Prerequisite:* BUSMGT 724, 741, 751, 761 with at least a B average

**BUSINT 711** 30 Points

#### **Consultancy Project for MintBus - Level 9**

A research-informed consultancy project based on an international business internship with a company or other appropriate organisation with written and oral reports of the findings.

*Prerequisite:* BUSMGT 724, 741, 751, 761 with at least a B average

*Restriction:* BUSMKT 703, 704

## **Business Management**

### **Postgraduate 700 Level Courses**

**BUSMAN 701** 15 Points

#### **Managing People and Organisations**

Explores current management practices and the challenges of managing in contemporary organisations. Examines strategies for effective management and leadership to achieve performance and productivity improvements including change management processes.

*Restriction:* BUSADMIN 761, 771

**BUSMAN 702** 15 Points

#### **Contemporary Marketing**

Develops an understanding of the contemporary marketing function and focuses on marketing decision-making, marketing strategy development and tactics. Examines the impact of new technology.

*Restriction:* BUSADMIN 762, 772

**BUSMAN 703** 15 Points

#### **Financial Decision-making**

Focuses on decision-making, budgeting and the management of financial resources. Examines value creation from investments, and the management and control of financial assets.

*Restriction:* BUSADMIN 765, 775

**BUSMAN 704** 15 Points

#### **Supply Chain Management**

Explores creating value through effective and efficient operations and supply chains for the production and delivery of products and services. Emphasises human, information and sustainability aspects.

*Restriction:* BUSADMIN 766, 776

**BUSMAN 705** 15 Points

#### **Strategic Human Resource Management**

Explores how HR strategies can enhance organisational performance and employee well-being. Examines research on contemporary challenges in strategic HRM in domestic and multinational firms.

*Restriction:* BUSADMIN 761, 771

**BUSMAN 706** 15 Points

#### **Strategic Management**

Examines the application of contemporary strategic management frameworks, processes and practices. Evaluates alternative approaches to the development of coherent solutions for an organisation's strategic challenges.

*Restriction:* BUSADMIN 729, 768, 778

**BUSMAN 707** 15 Points

#### **Business Analytics**

Develops skills in data-driven decision-making and problem-solving. Applies and evaluates approaches, tools, and analytical methods for effective business data analysis and data visualisation. Takes a systematic and multi-disciplinary approach to help managers drive business success.

*Restriction:* BUSADMIN 763, 773

**BUSMAN 708** 15 Points

#### **Innovation in Practice**

Examines strategies for developing an innovation culture and capabilities that will enhance the agility of start-ups and small-to-medium-sized enterprises. Explores opportunity recognition, new product and venture development, risk management, venture financing, and the challenges of SME management.

**BUSMAN 709** 15 Points

#### **Global Management - Level 9**

Critically evaluates the use and application of tools and techniques for the creation and implementation of global management strategies in diverse types of enterprise. Assesses the effectiveness of global management practices in navigating complex and ill-defined contexts. Develops advanced capabilities in designing and communicating strategy.

**BUSMAN 710** 15 Points

#### **Consultancy Practice**

Develops the tools and frameworks required to engage in consultancy practice. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships.

**BUSMAN 720** 15 Points

#### **Digital Marketing Strategies**

Focuses on marketing strategy, planning, and implementation in a digital world. Discusses digital transformation and its impact on customer engagement and consumer behaviour. Builds critical skills in online data analytics.

<b>BUSMAN 721</b> <b>Customer Insights</b> Develops a critical understanding of possibilities and limitations of customer insights-based marketing strategies and tactics. Explores the application of customer insights tools.	<b>15 Points</b>	<b>BUSMAN 752</b> <b>BUSMAN 752A</b> <b>BUSMAN 752B</b> <b>Consultancy Project in HRM - Level 9</b> A research-informed consultancy project with a company or other appropriate organisation with written and oral reports of the findings. <i>Prerequisite: BUSDEV 780, BUSMAN 710</i> <i>To complete this course students must enrol in BUSMAN 752 A and B, or BUSMAN 752</i>	<b>30 Points</b> <b>15 Points</b> <b>15 Points</b>
<b>BUSMAN 722</b> <b>Digital Branding and Advertising</b> Explores how businesses communicate with customers and other key stakeholders through digital advertising and social media campaigns. Evaluates the effectiveness of advertising, sales promotion, public relations, personal selling, and direct marketing, in a digital world. <i>Prerequisite: BUSMAN 702</i>	<b>15 Points</b>	<b>BUSMAN 771</b> <b>Business in Society</b> Examines the role of business in society, how businesses interact with government and other institutions, and how businesses can contribute to solving the key challenges of the twenty-first century.	<b>15 Points</b>
<b>BUSMAN 723</b> <b>Advanced Marketing Strategy</b> Examines current and emerging research in digital marketing and evaluates contemporary practice. Focuses on the development, implementation and management of effective marketing strategies to attain and achieve a sustainable competitive advantage. <i>Prerequisite: BUSMAN 702</i>	<b>15 Points</b>	<b>BUSMAN 772</b> <b>Organisations and Culture</b> Explores the role that managers play in building the structure and culture of organisations. Examines key issues in organisational design, culture, behaviour and structures. Develops skills in managing multigenerational and multicultural workforces.	<b>15 Points</b>
<b>BUSMAN 730</b> <b>Human Resource Policy and Practice</b> Evaluates the policies and practices involved in the core processes of HRM and builds students' professional skills in assisting organisations to design and implement these policies and practices effectively.	<b>15 Points</b>	<b>BUSMAN 773</b> <b>Effective Decision Making</b> Techniques and tools to support and facilitate managerial decision-making. Builds skills in understanding organisations and their problems through numerical analysis. <i>Restriction: BUSADMIN 763</i>	<b>15 Points</b>
<b>BUSMAN 731</b> <b>Employment Law</b> Analyses and applies the legal principles governing the employment relationship. Specific topics include bargaining, personal grievances, enforcement of employment contracts, strikes and lockouts, the rules regarding holidays, and health and safety obligations.	<b>15 Points</b>	<b>BUSMAN 774</b> <b>The Global Economy and New Zealand</b> Considers the nature of the global economy and the opportunities for small trading nations such as New Zealand. Examines key issues, global trade, and how governmental policies impact businesses. Explores how New Zealand can become a more productive and prosperous nation.	<b>15 Points</b>
<b>BUSMAN 732</b> <b>Human Resource Analytics</b> Develops the tools and frameworks for gathering and analysing data on workforce skills, attitudes and behaviours and building models of how these variables influence business and employee outcomes.	<b>15 Points</b>	<hr/> <b>Business Management</b> <hr/>	
<b>BUSMAN 750</b> <b>BUSMAN 750A</b> <b>BUSMAN 750B</b> <b>Consultancy Project in Strategic Management - Level 9</b> A research-informed consultancy project with a company or other appropriate organisation with written and oral reports of the findings. <i>Prerequisite: BUSDEV 780, BUSMAN 710</i> <i>To complete this course students must enrol in BUSMAN 750 A and B, or BUSMAN 750</i>	<b>30 Points</b> <b>15 Points</b> <b>15 Points</b>	<b>Postgraduate 700 Level Courses</b>	
<b>BUSMAN 751</b> <b>BUSMAN 751A</b> <b>BUSMAN 751B</b> <b>Consultancy Project in Digital Marketing - Level 9</b> A research-informed consultancy project with a company or other appropriate organisation with written and oral reports of the findings. <i>Prerequisite: BUSDEV 780, BUSMAN 710</i> <i>To complete this course students must enrol in BUSMAN 751 A and B, or BUSMAN 751</i>	<b>30 Points</b> <b>15 Points</b> <b>15 Points</b>	<b>BUSMGT 707</b> <b>Professional Development</b> Develops key interpersonal strategies and communication skills to become an agile, reflective professional and to manage the professional self effectively and cooperatively in a range of business environments. Enhances the emerging manager's ability to lead and influence others in both cross-cultural contexts and uncertainty.	<b>15 Points</b>
		<b>BUSMGT 708</b> <b>Communicating Business Insights</b> Equips students with the ability to utilise data visualisation tools and techniques in crafting and adapting data communication strategies for different types of audiences. Develops critical evaluation of the presentation of data and the implications for ethical communication.	<b>15 Points</b>
		<b>BUSMGT 709</b> <b>Economics and Business Analytics</b> Explores data-driven decision-making in a VUCA (Volatility, Uncertainty, Complexity, Ambiguity) environment, utilise tools for structured thinking, understand market dynamics,	<b>15 Points</b>

and assess consumer, firm, and institutional impacts on the macroeconomy. Develops a managerial perspective on micro- and macro-economic aspects in order to navigate complexities and drive strategic success.

*Prerequisite:* BUSMG1 711, 713

*Restriction:* BUSMG1 712, 714, 718

**BUSMG1 711** 15 Points

**Managing People and Organisations**

Focuses on the foundations of organisational behaviour and managing within the workplace. Examines the challenges that managers and leaders face in managing people and organisations.

**BUSMG1 712** 15 Points

**Principles of Business Analytics**

Focuses on fact-based and data driven-decision making in a volatile, uncertain, complex and ambiguous (VUCA) world. Introduces and examines tools and approaches to support decision making through an understanding of data and structured thinking.

**BUSMG1 713** 15 Points

**Financial Reporting and Control**

Focuses on essential accounting knowledge for effective resource allocation and for quantifying, assessing, and communicating information about the health of the enterprise.

**BUSMG1 714** 15 Points

**Economics for Managers**

Examines attributes and behaviours of consumers, firms, markets and institutions and their impacts on the macroeconomy. Focuses on the micro- and macro-economic aspects of market actors from a managerial perspective.

**BUSMG1 716** 15 Points

**Strategy Capstone - Level 9**

Examines the logics and processes of strategy formulation and implementation. The course involves extensive business situation case analysis and a 'real world' business project requiring creative and innovative recommendations typical for a capstone experience.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 717** 15 Points

**Strategic Management - Level 9**

Advanced analysis of corporate and competitive strategy with a focus on innovation, diversification and strategic change. Uses a case-based approach to evaluate the strengths and limitations of different perspectives for creating an appropriate strategy.

*Prerequisite:* BUSMG1 711-714 with at least a B- average

**BUSMG1 718** 15 Points

**Business Analytics**

Focuses on fact-based and data driven-decision making in a volatile, uncertain, complex and ambiguous (VUCA) world. Examines decision biases and tools to overcome decision making under VUCA, particularly through critical and structured thinking.

**BUSMG1 719** 15 Points

**Business Technology**

Explores emerging technologies and how they impact on business strategies. Examines data-driven decision-making and develops an understanding of innovation culture and capabilities and how these can be harnessed to improve business outcomes.

**BUSMG1 724** 15 Points

**Global Operations Management - Level 9**

Advanced analysis of global operations management. Evaluates the design, management, and improvement of operations in goods and services organisations and critiques strategies to improve global supply chain performance.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 726** 15 Points

**Operations and Supply Chain Management**

Provides an understanding of how value can be created through the effective, efficient, and sustainable use of resources in the production and delivery of goods and services. Explores how the operations and supply chains of firms can be designed, managed, and improved to gain competitive advantage.

**BUSMG1 731** 15 Points

**Financial Reporting and Accounting**

Provides overview of financial accounting principles within New Zealand and the understanding and application of New Zealand Financial Reporting Standards. Focuses on the role of financial statements play in investment, analysis and contracting decisions.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 732** 15 Points

**Business Finance**

Examines the functions of the markets for real and financial assets, and their valuation. Focuses on the various techniques that financial managers can create wealth for shareholders and stakeholders.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 733** 15 Points

**Analysing Financial Statements - Level 9**

Advanced analysis of financial statements and the assessments of an organisation's performance. Evaluates tools and techniques used to measure and assess risk and value through an applied project.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 734** 15 Points

**Strategic Management Accounting**

Critically analyses the role of strategic management accounting in facilitating strategic decision making and sustainable value creation. Evaluates strategic cost management tools and techniques, budgetary control systems and performance measurement through an applied project.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 735** 15 Points

**Management Accounting**

Design and management of revenue and cost management systems. Analysis of Budgets and standards, costing system, cost systems for decision-making and control, performance appraisal, and contemporary related issues.

*Prerequisite:* 60 points from BUSMG1 711-714 with at least a B- average

**BUSMG1 741** 15 Points

**International Business Environment**

Provides an understanding of macro-environment issues that businesses operating internationally face. Develops

students' analytical thinking and decision making skills with the use of analytical tools and case studies.

*Prerequisite:* 60 points from BUSMGT 711-714 with at least a B- average

*Restriction:* INTBUS 723

#### **BUSMGT 742 15 Points**

##### **International Trade and Finance**

Provides an understanding of the trade and financial environments within which organisations operate. Focuses on the challenges organisations face when making business decisions with regard to international trade and finance.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

*Restriction:* INTBUS 725

#### **BUSMGT 743 15 Points**

##### **Competing in Asia - Level 9**

Develops highly specialised knowledge about the changing institutional and business environments in key economies in the Asia-Pacific region. Requires independent research and analysis to critically evaluate the implications of such changes for innovation, business strategy and understanding customers.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

*Restriction:* INTBUS 727

#### **BUSMGT 745 15 Points**

##### **International Business Strategy**

Explores strategic aspects of managing a firm in an international context. Emphasises the development of skills to understand and analyse the issues that firms face in operating in international markets and value chains, and the emergence and development of business and corporate level international business strategy.

#### **BUSMGT 747 30 Points**

##### **International Business Strategy Capstone - Level 9**

Analyse business cases, refine critical thinking and decision-making and foster a strategic mindset. Apply comprehensive strategic solutions to a 'real-world' business project, requiring creative and innovative recommendations typical for a capstone experience.

#### **BUSMGT 751 15 Points**

##### **Marketing Management**

Focuses on the core concepts and principles of marketing theory and practice using examples from New Zealand and overseas.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

#### **BUSMGT 752 15 Points**

##### **Understanding Consumers - Level 9**

Examines the consumer perspective in marketing through application of theories and frameworks. Includes independent appraisal of research methods suitable for generating insights into business. Reviews current and emerging research in Consumer Behaviour to evaluate contemporary practice.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

#### **BUSMGT 754 15 Points**

##### **Marketing Communications - Level 9**

Analysis of the individual components of the marketing communications mix. Critically evaluates the role of marketing communications in supporting brand, product and service strategy.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

#### **BUSMGT 755 15 Points**

##### **Strategic Digital Marketing**

Examines current and emerging research in marketing

communications and evaluates contemporary practice. Focuses on the effective integration of digital strategies in marketing planning, implementation and practice.

*Prerequisite:* BUSMGT 711-714 with at least a B- average

#### **BUSMGT 756 15 Points**

##### **Branding Strategy**

Develops the essential frameworks and tools for operating in specialised marketing agencies such as advertising, branding, media, PR, or similar. Examines the work of marketing agencies, and equips students with a mobile repertoire of practical skills required by marketing agencies.

#### **BUSMGT 757 30 Points**

##### **Marketing Strategy Capstone - Level 9**

Analyse business cases, refine critical thinking and decision-making and foster a strategic mindset. Apply comprehensive strategic solutions to a 'real-world' business project, requiring creative and innovative recommendations typical for a capstone experience.

#### **BUSMGT 761 15 Points**

##### **International Human Resource Management**

Examines the management of international workforces in multinational corporations. Explores the impact of culture on managing people in cross-border contexts.

#### **BUSMGT 762 15 Points**

##### **Human Resource Policy and Practice**

Evaluates the policies and practices involved in the core processes of HRM and builds students professional skills in assisting organisations to design and implement these policies and practices effectively.

*Prerequisite:* BUSMGT 711-714 with a B- average or higher

#### **BUSMGT 763 15 Points**

##### **Human Resource Analytics**

Develops the tools and frameworks for gathering and analysing data on workforce skills, attitudes and behaviours and building models of how these variables influence business and employee outcomes.

#### **BUSMGT 764 15 Points**

##### **Strategic Human Resource Management - Level 9**

Focuses on how Human Resource specialists can help business leaders to develop Human Resource strategies that enhance organisational performance and employee well-being. Examines current and emerging research in HRM and evaluates contemporary practice.

*Prerequisite:* BUSMGT 762, 763

#### **BUSMGT 767 30 Points**

##### **Human Resource Management Strategy Capstone - Level 9**

Analyse business cases, refine critical thinking and decision-making and foster a strategic mindset. Apply comprehensive strategic solutions to a 'real-world' business project, requiring creative and innovative recommendations typical for a capstone experience.

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## **Business Marketing**

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### **Postgraduate 700 Level Courses**

#### **BUSMKT 703 30 Points**

##### **Marketing Research Project - Level 9**

Explores marketing within the business environment through research of a marketing issue and the production

of a written analytical research report that addresses that marketing issue.

*Prerequisite:* BUSMGT 751, 752, 754, 756, with a GPA of 5.0 or higher

*Restriction:* BUSMGT 704

**BUSMKT 710** 15 Points

### Consultancy Practice

Develops the tools and frameworks required to engage in consultancy work. Engages students in problem framing, identifying and employing appropriate methodologies, and developing and presenting solutions to specific problems. Considers the dynamics of client-consultant relationships. *Prerequisite:* BUSMGT 751, 752, 754, 756, with a GPA of 5.0 or higher

**BUSMKT 711** 30 Points

### Consultancy Project for MMktg - Level 9

A research-informed consultancy project based on a marketing internship with a company or other appropriate organisation with written and oral reports of the findings. *Prerequisite:* BUSMGT 751, 752, 754, 756, with a GPA of 5.0 or higher

*Restriction:* BUSMKT 703, 704

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## Business MBA

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### Postgraduate 700 Level Courses

**BUSMBA 700** 0 Points

#### Coaching for Leadership

Develops skills to lead oneself, others and organisations in increasingly global, uncertain and complex business environments. Explores principles of effective leadership within a context that is constantly changing.

**BUSMBA 701** 7.5 Points

#### Financial Return, Risk and Valuation

Examines factors that affect the value of real and financial assets and explores the relation between risk and return and its implications for asset values and the cost of capital. Includes coverage of models and techniques used for the valuation of real and financial assets.

**BUSMBA 702** 7.5 Points

#### Managing Capacity and Inventory

Develops effective strategies for determining and allocating capacity and inventories to match supply and demand consistent with business strategy, cost factors, and uncertainty. Considers both manufacturing and services utilising perspectives from operations, accounting, and finance.

**BUSMBA 703** 7.5 Points

#### Globalising Mindsets

Develops skills to navigate the complexities of the global business environment. Critically evaluates differences in regulation, culture and customs in formulating strategies to reach overseas customers and navigate different business systems.

**BUSMBA 704** 7.5 Points

#### Managing Talent in the 21st Century

Explores the factors that enable organisations to attract, keep and promote valued talent. Considers the role of technological developments in the definition and organisation of work and the implications for individuals and organisations. Explores principles of human talent management within a context that is constantly changing.

**BUSMBA 705** 7.5 Points

#### Approaches to Growth

Explores various strategic approaches to growth, drawing on strategic management and marketing. Develops skills to critically evaluate, develop and manage growth strategies that are appropriate for the given context.

**BUSMBA 706** 7.5 Points

#### Innovating New Products and Services

Examines the processes that create successful new products and services and explores the development of appealing concepts, prototyping and testing, refinement, production and launch. Develops skills to create a refined concept for a new offering, and plans for processes required to execute its launch into the marketplace.

**BUSMBA 707** 7.5 Points

#### Engaging Innovation Ecosystems

Provides a multi-disciplinary approach to build the practices of innovation, commercialisation, and corporate entrepreneurship. Examines the essential processes of open innovation, such as collaboration, knowledge sharing, and contracting.

**BUSMBA 708** 7.5 Points

#### Leading and Managing Change

Critically evaluates the key determinants of successful organisational change including factors within the control of the change agent, including those that enable and constrain the actions of the change agent. Develops skills to initiate and manage change, and then to embed change in organisational systems and practices.

**BUSMBA 709** 7.5 Points

#### Market Making and Market Shaping

Explores the factors that enable organisations to make and shape markets, drawing on the transdisciplinary science of systems theory. Develops skills to devise and implement strategies on a market or ecosystem level in uncertain and complex contexts.

**BUSMBA 711** 7.5 Points

#### Organisational Resilience

Develops skills to critically assess current reality and understand ripple effects while scanning the horizon for long-term threats and opportunities. Develops skills to build individual and organisational resilience in a context that is volatile, uncertain, complex and ambiguous.

**BUSMBA 713** 7.5 Points

#### Special Topic

**BUSMBA 714** 15 Points

#### Special Topic

**BUSMBA 720** 15 Points

#### Leading in Complexity

Develops skills for navigating the complex and changing workplace, to enable students to lead organisations positively, during uncertainty. Topics covered include leadership mindsets, leadership influence and leading in complex, changing environments. Draws on a range of theoretical backgrounds including psychological and management theories, and combines both international and Aotearoa leadership perspectives.

**BUSMBA 721** 15 Points

#### Te Ao Māori Business

Investigates how to integrate Māori values into contemporary business practices through examining governance, tikanga, and the Māori economy. Emphasis is



placed on sustainability, societal well-being, and principles like kaitiakitanga, social purpose, and long-term planning.

**BUSMBA 722****15 Points****Aotearoa NZ's Unique Legal Landscape**

Evaluates how New Zealand's unique history shapes our legal and political environment, exploring how businesses can influence future policy and law-making. Through the lens of key areas of commercial law, business leaders learn to identify and critically evaluate significant business constraints and opportunities, thereby enabling more effective decision-making in both domestic and international contexts.

**BUSMBA 723****15 Points****Strategy in Dynamic Markets**

Explores strategic approaches to sustainable growth in a VUCA (volatility, uncertainty, complexity, and ambiguity) world, focussing on problem-solving, effective positioning in existing markets and shaping of new markets. Develops skills to devise and implement strategies at organisation, ecosystem and market levels in uncertain and complex contexts. Practical examples are used to reinforce climate mitigation and circular economy practices to face and embrace 21st-century challenges.

**BUSMBA 724****15 Points****Navigating the Economic Environment**

Develops analytical and critical thinking skills in contemporary economic issues, both international and domestic, including national goals, productivity growth, money and inflation, inequality, and the genesis of financial crises. Micro-economic skills in the theory of the firm, competition, and supply and demand are also covered. Practical insights are gained into international economics and domestic issues such as the Māori economy.

**BUSMBA 725****15 Points****Accounting & Finance**

Develops finance and accounting skills covering topics such as interpreting financial statements, risk management, valuation techniques, financing, international finance, and fintech. Using case studies and real-world examples, students will develop practical skills in finance decision-making, including the importance of sustainable accounting and climate-related disclosures for ethical financial practices.

**BUSMBA 726****15 Points****Analytics for Business Decisions - Level 9**

Develops a critical understanding of data science techniques. Students will be able to independently evaluate and identify sources of data, make high-level data-driven decisions, communicate specialised insights, and contribute to solving real-world problems.

**BUSMBA 727****15 Points****Delivering Value Through Operations**

Explores operations and supply chain management, focusing on effective production and delivery of goods and services that meet customer needs. Examines how to improve operations and supply chains to support competitive positioning while considering factors such as uncertainty and environmental sustainability.

**BUSMBA 728****15 Points****Creating Value Through Innovation**

Explores contemporary approaches that enhance innovation activities. Expands thinking about design and innovation beyond new products to other sources of value

creation. Critically evaluates the role of innovation and design processes in creating new products, services, experiences, and markets. Develops skills to manage a creative approach to problem/opportunity/solution identification and ideation.

**BUSMBA 729****15 Points****Global Success and Scaling Up**

Evaluates and assesses opportunities, challenges and risks in exporting or operating a business across borders as part of a global value chain. Combines country and market analysis with internationalisation strategies to explore challenges firms and their leaders face, focussing on New Zealand firms, their global context and the unique trade-offs to be considered.

**BUSMBA 730****30 Points****MBA Capstone Consultancy Project - Level 9**

Develops skills in the identification of new opportunities and strategic recommendations for international growth through a consultancy project working with a New Zealand business. Students will learn to utilise information from a range of sources to make decisions while navigating uncertainty. An international field trip provides practical experience and exposure to global business practices.

*Prerequisite: 90 points from BUSMBA 720-729*

**BUSMBA 750****15 Points****Navigating the Business Environment**

Critically evaluates the business environment from legal, economic, political and social perspectives, at both the national and international levels. Develops skills to identify and influence major constraints and opportunities, and to use this critical understanding in strategic decision-making.

**BUSMBA 751****15 Points****Financial Management and Control**

Covers the process of financial management within a corporation and explores how the analysis of a range of financial information can be used to gain insights which enhance managerial decision making. Examines how value can be created for shareholders and other stakeholders through investment and financing decisions.

**BUSMBA 752****15 Points****Building Capabilities for Performance**

Explores business strategies based on unique resources and capabilities, utilising perspectives from management and marketing. Develops skills to generate market intelligence, devise strategies, manage intangible assets as well as relationships with external stakeholders.

**BUSMBA 753****15 Points****Designing, Managing, and Improving Business Processes**

Explores leading and organising intra- and inter-organisational processes and systems, for effective production and delivery of goods and services meeting customer needs. Considers uncertain and complex business environments, along with operations and supply chain management ideas and technologies.

**BUSMBA 760****15 Points****Making Evidence-based Decisions under Uncertainty - Level 9**

Develops highly specialised knowledge about decision making within organisations. Requires the critical synthesis and appraisal of different types of expertise and evidence in informing management practice.

*Prerequisite: 90 points from BUSMBA 701-753*

**BUSMBA 770 30 Points****Managing Entrepreneurial Growth Project - Level 9**

Provides a practical opportunity for participants to work with a New Zealand or international business in an advisory capacity to develop strategic recommendations for growth locally and internationally. Develops a hands-on multi-disciplinary approach to recognising, assessing, and marketing entrepreneurial opportunities for new products and services. An overseas fieldtrip is required to complete the course.

*Prerequisite:* BUSMBA 760 and 90 points from BUSMBA 701-753

**Commercial Law****Stage I****COMLAW 101 15 Points****Law in a Business Environment**

Decision makers in commerce and industry require an understanding of legal structures, concepts and obligations. Provides an introduction to the New Zealand legal system and the legal environment in which businesses operate, and also introduces legal concepts of property and the law of obligations, including detailed study of various forms of legal liability relevant to business.

*Restriction:* BUSINESS 111, COMLAW 191

**Stage II****COMLAW 201 15 Points****Commercial Contracts**

Explores ways in which contracts enable businesses to operate and flourish, how contracts are formed, and what happens when things go wrong. Examines common provisions in commercial contracts using real life examples and employs problem-solving skills in considering typical case studies in a business context.

*Prerequisite:* COMLAW 101 or 191 or BUSINESS 114 and 115

*Corequisite:* BUSINESS 112 or 113

**COMLAW 203 15 Points****Company Law**

Explores the nature of the company as the most used vehicle for doing business in New Zealand including its separate legal personality and the consequences of incorporation. Considers practical examples of corporate governance, share capital, how a company interacts with the world, and the roles of the stakeholders in a company including its directors and shareholders.

*Prerequisite:* COMLAW 101 or 191 or BUSINESS 114 and 115

*Corequisite:* BUSINESS 112 or 113

**Stage III****COMLAW 300 15 Points**  
**Directed Study****COMLAW 301 15 Points**  
**Taxation**

An introduction to the Income Tax Act and the Goods and Services Tax Act, with emphasis on developing an understanding of these types of tax as relevant to taxpayers. Specific topics include the nature of income, taxation of common types of income (such as wages, shares and land), the deduction and prohibition of various types of expenses, tax accounting issues (cash or accrual basis), provisional tax, rebates, PAYE system, tax returns and an introduction to GST.

*Prerequisite:* COMLAW 201 or 203

**COMLAW 303 15 Points****Receiverships and Reconstructions**

A business in difficulty may fail or it may be rehabilitated. Receiverships and Reconstructions looks at aspects of business failure and near failure including informal workouts, formal business rescue regimes, company receiverships and personal bankruptcy. Students will develop the skills and expertise to operate in these fields.

*Prerequisite:* COMLAW 203 or LAWCOMM 464

**COMLAW 305 15 Points****Financial Markets Law**

Businesses need investment to grow. Many raise finance from the securities markets, in particular by listing on the Stock Exchange. Topics include raising money from the public and the rules relating to insider trading, market manipulation, disclosure obligations, takeovers and listing on the Stock Exchange and will benefit investment advisers and anyone involved in the financial markets.

*Prerequisite:* COMLAW 203

**COMLAW 306 15 Points****Marketing Law**

Marketers are not free to say what they want. A variety of laws and codes govern the claims made about goods and services and the ways in which they are presented and sold. Marketing Law covers consumer legislation, product distribution, advertisement regulation, branding, privacy and competition law. It builds skills in problem solving, decision making and written communication.

*Prerequisite:* BUSINESS 115 or COMLAW 101, and COMLAW 201 or 203 or MKTG 201 or 203, and 30 points at Stage II

**COMLAW 311 15 Points****Advanced Taxation**

An advanced study of Income Tax and Goods and Services Tax, with emphasis on the important tax regimes applicable to business taxpayers and high-wealth individuals. Specific topics include corporate taxation, dividends and imputation, company losses and grouping, qualifying companies, trusts, partnerships, financial accruals, international taxation, the disputes procedure and penalties regime, and evasion and avoidance.

*Prerequisite:* COMLAW 203 and 301, or LAW 429 and LLB Part II

*Restriction:* LAW 409

**COMLAW 314 15 Points****Employment Law**

The success of a business depends on the maintaining of a productive relationship with its employees. Employment Law covers the legal principles governing the employment relationship. Specific topics include bargaining, personal grievances, enforcement of employment contracts, strikes and lockouts, the rules regarding holidays, and health and safety obligations.

*Prerequisite:* COMLAW 201 or 203, or BUSINESS 115 or COMLAW 101 and MGMT 223, or LAW 121 or 131

**COMLAW 316 15 Points****Applied Business Law**

Considers how the law provides tools for businesses to thrive by expanding and connecting with customers and stakeholders. Explores challenges of the digital business environment and the extent to which sustainable business practices, ethics and kaitiakitanga are addressed within and outside legal frameworks.

*Prerequisite:* COMLAW 201, 203

**COMLAW 318 15 Points****Special Topic**

**COMLAW 320** 15 Points  
**Innovation, Technology, and the Law**  
 New technologies and innovative ideas and information pose challenges and provide opportunities for business and society. Topics will be drawn from intellectual property protection and the commercialisation of emerging technologies, data governance and privacy, blockchain, artificial intelligence regulation, sustainable management of resources and risks, issues related to compliance, and on-line dispute resolution.  
*Prerequisite: 30 points at Stage II and BUSINESS 115 or COMLAW 101*

### Postgraduate 700 Level Courses

**COMLAW 700** 15 Points  
**Directed Study**

**COMLAW 703** 30 Points  
**Legal Research, Writing and Contemporary Issues**  
 The theory and application of legal research methodologies and the practice of legal writing, identifies and resolves key commercial law and taxation issues that arise for businesses and organisations operating in New Zealand.

**COMLAW 759** 30 Points  
**Applied Research Consultancy Project - Level 9**  
 An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**COMLAW 780** 30 Points  
**Research Project - Level 9**

**COMLAW 788** 30 Points  
**Research Project - Level 9**

**COMLAW 791** 60 Points  
**COMLAW 791A** 30 Points  
**COMLAW 791B** 30 Points  
**Dissertation - Level 9**

*To complete this course students must enrol in COMLAW 791 A and B, or COMLAW 791*

**COMLAW 796A** 60 Points  
**COMLAW 796B** 60 Points  
**Thesis in Commercial Law - Level 9**

*To complete this course students must enrol in COMLAW 796 A and B*

### Economics

#### Stage I

**ECON 151** 15 Points  
**ECON 151G** 15 Points

#### Understanding the Global Economy

Economics affects our daily lives and the global environment in many ways. Through the media we are constantly made aware of price increases, interest rate changes, exchange rate movements and balance of payments problems, growth and recessions, standard of living comparisons, regional trading agreements. What does it all mean and how does it all work?

*Restriction: BUSINESS 115, ECON 101, 111, 191*

*Restriction: ECON 101, 111, 152, 191*

**ECON 152** 15 Points  
**Principles of Economics**  
 Analysis of issues that affect our daily lives, including pricing decisions by firms and their impact on our cost of living; game theory and strategic decision-making; tackling problems of pollution and global warming; and how governments use monetary and fiscal policies to stimulate economic growth and address unemployment and inequality.

*Prerequisite: BUSINESS 115 or ECON 151*

*Restriction: ECON 101, 111, 191*

#### Stage II

**ECON 200** 15 Points  
**Special Topic**  
*Prerequisite: ECON 111 or 152*

**ECON 201** 15 Points  
**Microeconomics Analysis**  
 Study of the allocation of scarce resources among competing end uses. Intermediate-level analysis of the economic behaviour of individual units, in particular consumers and firms. Although the focus is on perfectly competitive markets, attention is also given to other types of markets. Analysis also includes concepts of expected utility and uncertainty, and welfare economics.

*Prerequisite: ECON 152 or 180 points in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130*

**ECON 203** 15 Points  
**Principles of Political Economy**  
 Introduces themes of positive political economy and the normative foundations of policymaking. Analyses the role of institutions in influencing resource distribution, creating incentives, and consequently impacting economic outcomes, including the dynamics of inequality and economic growth.

*Prerequisite: 15 points from BUSINESS 115, ECON 151, 152*

**ECON 211** 15 Points  
**Macroeconomics Analysis**  
 Provides an introduction to the dynamic microfoundations of macroeconomics, and demonstrates how we can utilise these foundations (i) to understand the trends and fluctuations of macroeconomic aggregates like national output, unemployment, inflation and interest rates, and (ii) to predict the outcome of alternative government policies related to current economic problems of New Zealand and the rest of the world.

*Prerequisite: ECON 152 or 180 points in a BSc major in Mathematics or Statistics with a GPA of 5 or higher and a B or higher in MATHS 130*

**ECON 212** 15 Points  
**Strategic Reasoning**

An introduction to the fundamental concepts of non-cooperative and cooperative game theory: the concept of strategy; two person constant sum non-cooperative games and the minmax value; n-person non-cooperative games and Nash equilibrium; examples and applications in auctions, bargaining and other economic models, political science and other fields; the idea of backward induction and sub-game perfection; introduction to games in coalitional form; the core and the Shapley value.

*Prerequisite: 15 points from BUSINESS 115, ENGSCI 111, MATHS 108, 130, PHIL 101*

**ECON 221 15 Points****Introduction to Econometrics**

Equips students with essential statistical skills and business analytics tools necessary for data analysis in economics, finance, marketing, and other related areas. Develops proficiency in applying statistical techniques to real-world business scenarios and decision-making challenges and using software for reproducible analyses.

*Prerequisite: ECON 152, STATS 108*

**ECON 271 15 Points****Behavioural Economics**

Scientists and philosophers have long pondered whether human decisions are primarily deliberative or more prone to emotions. This course brings together findings from economics, psychology and neuroscience to discuss decision making at the level of individuals, within small groups and in more anonymous and impersonal market settings with an emphasis on the role of social norms and cognitive biases.

*Prerequisite: 15 points from BUSINESS 115, ECON 151, 152, ENGSCI 111, MATHS 108, 130, PHIL 101, PSYCH 108, 109, STATS 101, 108*

**Stage III****ECON 300 15 Points**  
**Directed Study****ECON 301 15 Points****Advanced Microeconomics**

Advanced treatment of aspects of consumer theory, producer theory, and game theory. Applications of this basic theory to the analysis of some topics in uncertainty, contracts, auctions, oligopoly, and information economics.

*Prerequisite: ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130*

**ECON 302 15 Points****Labour Economics**

The application of economics to labour issues that confront policymakers around the world. Examines how labour markets function and focuses on the use of economic frameworks to evaluate the effects of various policies, including education and training, welfare and taxation, workplace health and safety, minimum wages, and immigration. Discusses effective strategies to mitigate workplace discrimination.

*Prerequisite: ECON 201*

**ECON 303 15 Points****Law, Economics and Institutions**

Economic analysis of law and organisation, and the application of economics to property rights, patents and natural resource management. Includes: contracts, transaction cost analysis, classical contracting, long-run contracts, enforcement, role of market forces, risk aversion, remedies for breach, economic theory for torts, negligence rules, strict liability, multiple torts, product liability. Special topics may include: crime, insider trading, and business law.

*Prerequisite: 15 points from ECON 201, 212, 232*

**ECON 304 15 Points****Industrial and Digital Economics**

Considers the interdependence of market structure, company behaviour, and market outcomes. Employs game theory concepts and tools to analyse imperfectly competitive markets, their impact on consumers and society at large, and implications for competition policy and

regulation. A variety of market settings, including digital markets, are explored alongside real-world case studies.

*Prerequisite: ECON 201*

**ECON 306 15 Points****Evidence-based Policy Making**

Focuses on the evaluation of policy effectiveness. Develops skills in applying econometric tools to real-world policy issues, critically assessing research quality in policy studies, and equipping students to contribute to evidence-based policymaking. Coverage includes instrumental variables, discrete choice, difference-in-differences estimation, regression discontinuity, and panel data models.

*Prerequisite: MATHS 102 or 108, and 15 points from ECON 221, STATS 201, 207, 208, 210, 225*

**ECON 311 15 Points****Advanced Macroeconomics**

Designed to teach students modern macroeconomic analysis and focuses on the standard dynamic general equilibrium model, which is central to current macroeconomic research. Students are given a careful introduction to the overlapping generations version of this model and shown how this model can be adapted in different ways to address a wide variety of economic issues and policy questions.

*Prerequisite: ECON 201 or 211, and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130*

**ECON 321 15 Points****Advanced Econometrics**

Development of the linear regression model, its basis, problems, applications and extensions: demand systems, time-series analysis including unit roots and co-integration, simulation and resampling methods including an exposure to practical computing classes.

*Prerequisite: 15 points from ECON 221, STATS 201, 207, 208, 210, 225 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130*

**ECON 341 15 Points****International Trade**

The main theories of international trade in goods and services, and of international movements of capital and labour. Partial equilibrium and general equilibrium analysis of the major instruments of trade policy, their economic effects, and the issues created by their use in practice. The economics of regional trading arrangements, such as free trade areas, customs unions and common markets.

*Prerequisite: 15 points from ECON 201, 211, 232, 241*

**ECON 351 15 Points****Financial Economics**

A study of the modern literature on corporate finance, investments and derivative securities. An analysis of consumption and investment decisions in the presence of time and risk, asset pricing models and market efficiency. The term structure of interest rates and various issues in debt and equity financing. The use of derivative securities, e.g., forwards and/or options to manage exchange rate risk.

*Prerequisite: ECON 201 and 15 points from ENGGEN 150, ENGSCI 111, MATHS 108, 130*

**ECON 352 15 Points****International Finance**

A study of the modern literature on exchange rate markets, exchange rate determination and the implications of exchange rate movements for various economic issues. Students will gain an understanding of why exchange rates change, of financial market arrangements, and of

the reasons for, and implications of, recent events in international financial markets.

*Prerequisite:* 15 points from ECON 201, 211, 232, 241

**ECON 361** **Public Economics** **15 Points**

A study of the role of the state in a modern mixed economy; its roles, measurement and accountability. Topics include: welfare theory, theory of public goods, cost-benefit analysis, budgetary issues, taxation theory and practice, insurance markets, and social insurance.

*Prerequisite:* ECON 201

**ECON 372** **Energy and Environmental Economics** **15 Points**

Explores the theory and empirical practice of economic analysis as it is used in evaluating energy and environmental problems. Topics include natural resource economics, electricity and oil markets, environmental policy; analysis of economic instruments, such as tradable property rights and pollution taxes; the allocation of non-renewable and renewable resources; and sustainable development and climate change.

*Prerequisite:* ECON 201

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**Postgraduate 700 Level Courses**

**ECON 700** **Special Topic** **15 Points**

**ECON 701** **Microeconomic Theory** **15 Points**

Advanced treatment of traditional topics from "core" microeconomics, including consumer theory and duality, expected utility theory, general equilibrium, game theory and the economics of information.

**ECON 704** **Directed Study** **15 Points**

**ECON 706** **Information and Digital Economy** **15 Points**

Develops insights into the digital economy by exploring topics spanning the differentiation of prices and products; search cost and price dispersion; network effects; economics of platforms; privacy; intellectual property; to antitrust regulations. Applies economic tools and principles such as game theory, industrial organisation, law and economics, competition policy and regulation, and information economics.

**ECON 711** **Macroeconomic Theory and Policy** **15 Points**

Discusses advanced analytical tools and concepts used in modern macroeconomics and shows how to apply these tools in policy settings. The focus will be on dynamic macroeconomic models with micro-foundations and their applications to understanding macroeconomic policy issues, such as growth, fluctuations, debt-crises, ageing, unemployment, and global imbalances.

**ECON 712** **Topics in Money, Banking and Finance** **15 Points**

An advanced treatment of macroeconomics focusing on contemporary issues that have been brought into sharp relief since the global financial crisis. Topics include models of financial crises, the role of financial markets and liquidity, sovereign debt, the relationship between financial intermediation and the macroeconomy, and the (unorthodox) way in which central bank policy is now conducted.

**ECON 720** **15 Points**

**Econometric Methods**

An overview of the theory and practice of econometrics for postgraduate business students.

*Restriction:* ECON 701, 711, 721, 723

**ECON 722** **Applied Microeconomics** **15 Points**

Provides an understanding of fundamental econometric methods and how to apply them to real-world microeconomic data, evaluate policies, and analyse firm and individual behaviour.

*Prerequisite:* ECON 306 or 321

*Restriction:* ECON 721

**ECON 723** **Time Series and Panel Data Econometrics - Level 9** **15 Points**

Advanced theory and practice of time series and panel data econometrics, including stationary and non-stationary time series processes, macro econometric models, and causal identification. Students apply the methods by independently authoring a project that empirically investigates an economic issue or policy question.

*Prerequisite:* ECON 722

**ECON 748** **International Economics** **15 Points**

Advanced treatment of selected developments in the theories and empirics of international economics as well as contemporary issues relating to trade strategies, international capital flows, and structural adjustment with an emphasis on developing countries.

*Restriction:* ECON 741

**ECON 751** **Advanced International Finance** **15 Points**

A study of open-economy macroeconomic topics (theoretic, empirical and policy oriented), including models of exchange rate behaviour.

**ECON 759** **Applied Research Consultancy Project - Level 9** **30 Points**

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**ECON 766** **Political Economy** **15 Points**

Explores the political economy of institutions and contributes to acquiring knowledge of the current state of the literature and a command of the tools in the field. Topics typically include distribution and efficiency, dynamics of political power, beliefs, norms and institutions, media, coordination and protests, conflict, bureaucracy, and corruption.

**ECON 777** **Economic Development and Wellbeing** **15 Points**

Examines economy-wide issues in development, focusing on key factors and using real-world examples. Emphasis is placed on extracting policy insights from recent research and country experiences. Topics include geography, institutions, social welfare, and policy design for enhancing well-being in developing nations.

*Restriction:* ECON 771

**ECON 780** **Climate and Energy Economics** **15 Points**

Examines issues related to the economics of climate

change, energy transitions toward electrification, competing energy sources (fossil fuels and renewables), and regulation and market design issues for energy and carbon markets. Natural resource and electricity markets are explored in depth.

*Restriction: ECON 783*

**ECON 786** 15 Points

### **Behavioural and Applied Economics**

The application of economic principles and behavioural insights to address real-world decision-making challenges faced by individuals, organisations and society. Potential applications include contemporary issues in health, education, labour, urban or public economics. Evidence is drawn from a variety of sources, such as administrative or survey data, lab or field experiments to inform analyses or policy prescriptions.

**ECON 787** 30 Points

### **Research Project - Level 9**

**ECON 788** 30 Points

**ECON 788A** 15 Points

**ECON 788B** 15 Points

### **Research Project - Level 9**

*Restriction: ECON 789*

*To complete this course students must enrol in ECON 788 A and B, or ECON 788*

**ECON 791** 60 Points

**ECON 791A** 30 Points

**ECON 791B** 30 Points

### **Dissertation - Level 9**

*To complete this course students must enrol in ECON 791 A and B, or ECON 791*

**ECON 792** 45 Points

**ECON 792A** 22.5 Points

**ECON 792B** 22.5 Points

### **Dissertation - Level 9**

*To complete this course students must enrol in ECON 792 A and B, or ECON 792*

**ECON 796A** 60 Points

**ECON 796B** 60 Points

### **Thesis - Level 9**

*To complete this course students must enrol in ECON 796 A and B*

## **Finance**

### **Stage II**

**FINANCE 251** 15 Points

### **Financial Management**

Focuses on practical aspects of corporate finance. Topics covered include: concepts of value creation, risk and required rates of return, financial maths, capital budgeting, capital structure and dividend policies.

*Prerequisite: ACCTG 102, and 15 points from ENGSCI 111, MATHS 108, STATS 101, 108*

**FINANCE 261** 15 Points

### **Introduction to Investments**

Markets for shares, fixed income securities, options and futures. Methods of valuing shares, fixed income securities, options, and futures. Simple techniques of hedging risk. Portfolio diversification. Portfolio evaluation.

*Prerequisite: FINANCE 251 and 15 points from STATS 101, 108 and 15 points from ENGSCI 111, MATHS 108, or at least 120*

*points in a BSc major in Mathematics or Statistics with a GPA of at least 5 and a B or higher in MATHS 130*

### **Stage III**

**FINANCE 300** 15 Points  
**Directed Study**

**FINANCE 301** 15 Points

### **Accounting for Sustainability**

Explores the integration of sustainability principles into accounting and finance practices. Considers how businesses and organisations can measure, report, and manage their social, environmental, and economic impacts. Topics include sustainability reporting standards, ethical considerations, financial analysis tools, and strategies for sustainable financial decision-making.

*Prerequisite: 15 points from ACCTG 211, ECON 201, FINANCE 251*

**FINANCE 351** 15 Points

### **Advanced Financial Management**

A rigorous study of advanced capital budgeting procedures, more difficult aspects associated with capital structure and dividend decisions, mergers and acquisitions. Case study applications of financial management are used. A continuation of the material introduced in FINANCE 251.

*Prerequisite: FINANCE 251*

**FINANCE 361** 15 Points

### **Modern Investment Theory and Management**

Portfolio theory and equilibrium asset pricing models and empirical tests. Portfolio management (forecasting, construction, administration and evaluation) including issues relating to fixed interest and international equity investment. A continuation of the material introduced in FINANCE 261.

*Prerequisite: FINANCE 261 and 15 points from ENGSCI 211, MATHS 208, 250*

**FINANCE 362** 15 Points

### **Risk Management**

Examines theoretical and practical aspects of risk management with an emphasis on the effective use of futures, options and other financial derivatives to control market risk exposure. Reviews no-arbitrage methods used to value financial futures and options, including the Black-Scholes model and binomial tree numerical methods.

*Prerequisite: FINANCE 261 and 15 points from ENGSCI 211, MATHS 208, 250*

**FINANCE 383** 15 Points

### **Banking and Financial Institutions**

Provides a thorough understanding of the role of banks and other financial institutions in the economy. It focuses on the problems of risk management and regulation with a particular emphasis on problems, crises and most importantly the Global Financial Crisis.

*Prerequisite: FINANCE 251 or ECON 201 and 211*

**FINANCE 384** 15 Points

### **Machine Learning in Finance**

Explores the most commonly used supervised machine learning techniques and their practical applications in portfolio management, trading, and valuation within the finance domain.

*Prerequisite: FINANCE 261*

## **Postgraduate 700 Level Courses**

**FINANCE 700** 15 Points  
**Directed Study**

**FINANCE 701 15 Points****Research Methods in Finance**

The theory and application of modern research methods in finance. The content will include the philosophy, process and design of scientific research. Prior knowledge of basic statistical techniques is assumed.

*Restriction: ACCTG 701*

**FINANCE 702 15 Points****Governance Issues in Finance**

An introduction to the economic literatures relating to property rights, transaction cost economics, and agency theory. Application of these notions to the way in which organisations are structured. Identification of why some transactions are internalised and some are undertaken through markets. The application of these ideas to finance.

*Restriction: ACCTG 702*

**FINANCE 703 15 Points****Special Topic****FINANCE 705 15 Points****Empirical Finance**

Examines the theory and application of modern research methods in finance. Through exposure to a range of contemporary research issues students will develop a basic framework of how to conduct research, and an overview of some of the pitfalls.

**FINANCE 707 15 Points****Applied Finance Research - Level 9**

Examines contemporary theories and research practices in finance. Students apply the theories and practices by independently authoring and presenting a research project.

*Prerequisite: FINANCE 701*

*Restriction: ACCTG 707*

**FINANCE 710 15 Points****Financial Machine Learning**

Applies contemporary machine learning techniques to problems in finance. Students will apply and evaluate machine learning models in areas such as predictive modeling and natural language processing. It is recommended that students have prior knowledge of mathematics at the level of MATHS 208 and a basic understanding of finance theory.

**FINANCE 751 15 Points****Modern Corporate Finance**

Examines fundamental principles of corporate financial theory and discusses current issues, seminal theoretical contributions and empirical evidence regarding those theories. Specific topics will be chosen from capital structure, dividend policy, security issuance, mergers and acquisitions, corporate control and initial public offerings.

**FINANCE 759 30 Points****Applied Research Consultancy Project - Level 9**

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**FINANCE 761 15 Points****Portfolio Theory and Investment Analysis**

Advanced coverage of contemporary issues in investments through readings of classic theoretical articles and recent empirical studies. Topics include market efficiency and empirical anomalies, risk-return relationships, and investment vehicles and strategies. This course builds on

material covered in undergraduate courses in investments and financial markets, and it presumes the students have a working knowledge of calculus and linear algebra.

**FINANCE 762 15 Points****Risk Management**

The theory and practice of financial risk management for portfolio managers with an emphasis on defining and measuring market risk. This course builds on material covered in FINANCE 362 and MATHS 208 with extensions to include the use of futures, options and other financial derivatives to manage market risk.

**FINANCE 781 15 Points****Financial Machine Learning**

Students are expected to apply contemporary machine learning methods to topics in finance. The course focuses on the design and implementation of machine learning solutions in the field of finance.

**FINANCE 782 15 Points****Special Topic****FINANCE 788 30 Points****FINANCE 788A 15 Points****FINANCE 788B 15 Points****Research Project - Level 9**

*Restriction: FINANCE 789*

*To complete this course students must enrol in FINANCE 788 A and B, or FINANCE 788*

**FINANCE 790 30 Points****Research Project - Level 9****FINANCE 791 60 Points****FINANCE 791A 30 Points****FINANCE 791B 30 Points****Dissertation - Level 9**

*To complete this course students must enrol in FINANCE 791 A and B, or FINANCE 791*

**FINANCE 796A 60 Points****FINANCE 796B 60 Points****Thesis - Level 9**

*To complete this course students must enrol in FINANCE 796 A and B*

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**Global Management and Innovation**


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**Postgraduate 700 Level Courses****GLMI 700 15 Points****Directed Study****GLMI 701 15 Points****Competing Globally**

Examines why, when and how firms compete across borders, by analysing economic, social, institutional and evolutionary perspectives of what makes some firms more successful than their competitors. Emphasis on the dynamics of contemporary global markets and how international businesses both create and adapt to industry changes.

*Restriction: INTBUS 701*

**GLMI 702 15 Points****Global Talent Management**

Explores GTM issues and debates including factors impacting how firms identify, develop and retain talent. Considers how context, GTM policies, approaches,

strategies and practices play out across borders for multinationals.

*Restriction: INTBUS 702*

**GLMI 703** 15 Points

**Global Digital Strategy - Level 9**

Critically evaluates digital strategies in global markets, focusing on digital transformations and strategic innovations in multinational and born-digital firms. Assesses and creates strategic solutions for digital challenges in international business, emphasising digital platforms, cross-border alliances, and global sustainability.

*Restriction: INTBUS 703*

**GLMI 704** 15 Points

**Global Sustainability**

Investigates social, environmental and governance challenges facing businesses and societies and explores the sustainability of corporate strategies in global markets. Considers the role of competition and governance in shaping international business responses to sustainability challenges, solutions and potential pathways towards greater sustainability.

*Restriction: INTBUS 706*

**GLMI 705** 15 Points

**People, Performance and Well-being - Level 9**

Evaluates the dynamics of the employment relationship, emphasising the critical analysis of how human resource strategies influence organisational performance and employee well-being. Examines approaches used to enhance mutuality and motivation within workforces, focusing on strategic development and the balance of organisational, societal and employee needs.

*Restriction: MGMT 711, 712*

**GLMI 706** 15 Points

**Working in an Age of Uncertainty**

Explores the contemporary environment which contains high levels of uncertainty, stemming from new technologies and changes in economy and society. Critically examines issues confronting organisations and work in these fast-paced, fluid and complex contexts, such as power and voice, meaning and dignity, and alternative forms of organising.

**GLMI 707** 15 Points

**Organisational Change**

Explores the field of organisational change and explains its relevance to organisational outcomes. Considers different organisational change models and assess their application to specific organisational issues. Develops skills related to effective diagnosis and management of organisational change and in determining its impact on key stakeholders, including employees.

*Restriction: MGMT 733, 737*

**GLMI 708** 15 Points

**Self-leadership and Professional Growth**

Focuses on knowledge of theory, self-directed explorations of values and skill development. Provides opportunities to master techniques in self-management and self-leadership. Develops professional capabilities which are applied to a project.

**GLMI 709** 15 Points

**New Ventures and Global Connectivity**

Explores the complexities of launching new ventures in a connected world. Focuses on evaluating opportunities and impact, formulating business models, and strategies

for mobilising knowledge and resources. Highlights the significance of trends like digitalisation and sustainability within and between entrepreneurial ecosystems.

*Restriction: INTBUS 705, MGMT 715*

**GLMI 710** 15 Points

**Leveraging Innovation Ecosystems**

Considers the role of knowledge in supporting innovation for organisational profitability and growth, including core knowledge processes and approaches for managing knowledge in transdisciplinary contexts. Explores effective strategies on managing knowledge processes to support cooperation and collaboration among diverse stakeholders across transdisciplinary contexts.

*Restriction: MGMT 721*

**GLMI 711** 15 Points

**Strategic Entrepreneurship in Action**

Examines the challenges of planning and decision-making in the unpredictable world of startups and new ventures. Equips students with theoretical insights and practical tools for strategic analysis and management to enable the crafting of effective strategies in real-world entrepreneurial scenarios. Uses case studies and applied projects to explore the strategies that drive success in innovative and fast-paced business environments.

*Restriction: MGMT 726*

**GLMI 712** 15 Points

**Contemporary Approaches to Innovation and Business Design**

Develops understanding of design tools and processes essential for fostering innovation in businesses and organisations. Through theoretical knowledge and practical application, students explore design methodologies, tools and techniques used to drive forward-thinking solutions.

**GLMI 759** 30 Points

**Applied Research Consultancy Project - Level 9**

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**GLMI 780** 30 Points

**Research Project - Level 9**

**GLMI 790** 30 Points

**Research Project - Level 9**

**GLMI 791** 60 Points

**GLMI 791A** 30 Points

**GLMI 791B** 30 Points

**Dissertation - Level 9**

*To complete this course students must enrol in GLMI 791 A and B, or GLMI 791*

**GLMI 796A** 60 Points

**GLMI 796B** 60 Points

**Thesis - Level 9**

*To complete this course students must enrol in GLMI 796 A and B*



## Information Governance

### Postgraduate 700 Level Courses

#### INFOGOV 700 15 Points

##### Environment of Information Governance

Key legal and governance concepts, practices, structures and mechanisms are studied. This includes a focus on data protection issues. Legal and de facto rules are analysed including their creation, reform and enforcement; business agreements and their interpretation are introduced and relevant standards are evaluated.

#### INFOGOV 701 15 Points

##### Information Research in Practice

Develops and applies general and context-specific research methods. Identifies and resolves key research issues that arise for businesses and organisations. Explores application of research methodologies.

*Corequisite: INFOGOV 700*

#### INFOGOV 702 15 Points

##### Information Ethics

Examines ethical, cultural and policy-related concepts related to information, from generation, collection and storage to analysis, application and dissemination, including review and feedback mechanisms. The concepts include research ethics, privacy and surveillance, information and discrimination, professional codes, responsible innovation and the use of algorithms.

*Corequisite: INFOGOV 700*

#### INFOGOV 703 15 Points

##### Impact of New Technologies

Explores themes in the development, usage and regulation of new technologies. Examines a range of technologies such as blockchain technology, and other distributed ledger technologies with reference to compliance, including their implementation and impact in industry and on society. The legal issues arising from the use of smart contracts are investigated.

*Corequisite: INFOGOV 700*

#### INFOGOV 704 15 Points

##### Artificial Intelligence Regulation - Level 9

Critically analyses the legal and policy issues created by advanced artificial intelligence technologies, including regulatory response. Evaluates efficiency, proportionality and necessity of existing or suggested regulation, and develops proposals for the regulation of future challenges. Develops independent research skills including an ability to work in multidisciplinary groups and communicate findings to audiences from a range of disciplinary and jurisdictional backgrounds.

*Prerequisite: INFOGOV 700*

#### INFOGOV 705 30 Points

##### Information Privacy: Theory and Application - Level 9

Critically evaluates the frameworks protecting personal information including their theoretical underpinnings and global reach. Explores the challenges to regulatory frameworks from rapid technological and social changes and encourages independent research as to how these may be addressed. Considers how leadership and accountability mechanisms can impact an organisation's ability to adapt information privacy requirements to unpredictable, complex and ill-defined environments.

*Prerequisite: INFOGOV 700*

#### INFOGOV 706 15 Points

##### Cybersecurity Techniques and Governance

Focuses on information security strategies to address cybercrime. Includes analysis and critique of basic technological and managerial issues related to information security. Related regulations and standards will be also discussed.

*Corequisite: INFOGOV 700*

#### INFOGOV 707 15 Points

##### Dispute Resolution Techniques

Addresses a range of appropriate dispute resolution mechanisms to address complaints. Techniques and best practice for facilitating negotiation of disputes through mediation including skills to assist dispute resolution. Explores negotiation theories, styles, strategies, tactics, and techniques.

*Corequisite: INFOGOV 700*

#### INFOGOV 708 15 Points

##### Intellectual Property and Information

Examines the information governance implications of data-driven innovation and its impact on intellectual and cultural property protection. Explores intellectual and cultural property management strategies to address public policy issues related to information governance.

*Corequisite: INFOGOV 700*

#### INFOGOV 709 15 Points

##### Access to Information

Explores access to information from a global and national perspective. Critically evaluates individuals' right to access to information. Examines the interrelationship between access to information, privacy and data governance. Addresses techniques and procedural rules to evaluate the validity of requests for access to information and grounds for refusal.

*Corequisite: INFOGOV 700*

#### INFOGOV 710 15 Points

##### Sector Regulation

Explores industry-specific information governance requirements. Critically evaluates information governance across public and private sectors. Examines key industry regulations including information governance in healthcare, marketing and insurance. Analyses the role of different regulators in the public sector that address information governance.

*Corequisite: INFOGOV 700*

#### INFOGOV 711 15 Points

##### Special Topic

#### INFOGOV 712 15 Points

##### Special Topic

#### INFOGOV 720 30 Points

##### INFOGOV 720A

##### INFOGOV 720B

##### Information Governance Project - Level 9

A research-informed consultancy project employing appropriate theories and methodologies to develop and present solutions for issues in information governance.

*Prerequisite: INFOGOV 701, 705*

*To complete this course students must enrol in INFOGOV 720 A and B, or INFOGOV 720*

<b>INFOGOV 78o</b>	<b>30 Points</b>
<b>INFOGOV 78oA</b>	<b>15 Points</b>
<b>INFOGOV 78oB</b>	<b>15 Points</b>
<b>Research Project - Level 9</b>	
<i>Prerequisite: INFOGOV 701, 705</i>	
<i>To complete this course students must enrol in INFOGOV 780 A and B, or INFOGOV 780</i>	

## Information Systems

### Stage I

<b>INFOSYS 110</b>	<b>15 Points</b>
<b>Digital Systems</b>	
Explores how information systems and analytical tools help organisations to innovate, optimise and deliver value. Examines how the development and implementation of systems and technologies coordinate and manage information, people, and processes within data governance and privacy frameworks.	

### Stage II

<b>INFOSYS 220</b>	<b>15 Points</b>
<b>Business Systems Analysis</b>	
An Information Technology (IT) professional must understand how IT systems are constructed and tested and how quality is assessed, in order to manage, develop or provide innovative business solutions. Business Systems Analysis introduces systems development process concepts and activities, with a strong focus on understanding the problem and solution through modelling. <i>Prerequisite: 15 points from COMPSCI 101, 105, 107, 130, INFOMGMT 192, INFOSYS 110</i> <i>Restriction: INFOMGMT 291</i>	
<b>INFOSYS 221</b>	<b>15 Points</b>
<b>Programming for Business</b>	
Focuses on enhancing Business/IT professional skills. Develops and applies problem-solving and algorithmic skills through pseudocode and fundamental programming constructs. Applies a design thinking methodology of empathise, ideate, design, prototype and test to build applications relevant to current business domains. <i>Prerequisite: INFOSYS 110</i> <i>Restriction: COMPSCI 101, 130</i>	
<b>INFOSYS 222</b>	<b>15 Points</b>
<b>Database Systems</b>	
Managers and other knowledge workers find that many of their duties revolve around accessing, organising, and presenting organisational and external information. The ability to develop and use computer databases is becoming a critical skill that is required in many disciplines. These skills are developed through an introduction to data modelling, relational theory, database design, and the management of databases. <i>Prerequisite: 15 points from COMPSCI 101, 105, 107, 130, INFOSYS 110</i>	

### Stage III

<b>INFOSYS 300</b>	<b>15 Points</b>
<b>Robotic Process Automation</b>	
Examines Robotic Process Automation (RPA) Systems and how RPA fits into the current information technology setups and helps the modern organisation address business process-related problems and opportunities. Examines the	

benefits and limitations of RPA and how it differs from other business solution technologies.  
*Prerequisite: 30 points at Stage II in Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering*  
*Restriction: SOFTENG 762*

<b>INFOSYS 301</b>	<b>15 Points</b>
<b>Directed Study</b>	
<b>INFOSYS 302</b>	<b>15 Points</b>
<b>Special Topic</b>	
<b>INFOSYS 303</b>	<b>15 Points</b>
<b>Solutions Architecture</b>	
Information systems specifically designed for organisational IT environments provide competitive advantages. Focuses on using high quality information architecture to address business requirements including the iterative use of system analysis, design and prototyping. Develops familiarity with state-of-the-art modelling, development, and deployment environments, and solutions for designing business systems architecture. <i>Prerequisite: INFOSYS 220, and BUSAN 201 or INFOSYS 222</i> <i>Restriction: INFOSYS 320</i>	
<b>INFOSYS 304</b>	<b>15 Points</b>
<b>IT Infrastructure</b>	
Modern IT infrastructure relies on a functionally hierarchical network designed around the OSI model. Explores internet-oriented backbones and high-speed access infrastructure, and uses the TCP/IP suite, cloud infrastructure and digital services, and applications to understand basic and business-oriented infrastructure challenges such as capacity planning, architecture design, and scaling of IT infrastructure and applications. <i>Prerequisite: 15 points from COMPSCI 230, INFOSYS 220 and 15 points from COMPSCI 215, 235, INFOSYS 222</i> <i>Restriction: INFOSYS 224, 322, 339</i>	
<b>INFOSYS 305</b>	<b>15 Points</b>
<b>Digital Strategy and Transformation</b>	
Explores strategic opportunities for delivering value through digital technologies. Examines best practices to ensure the effective development and operation of digital capabilities in the global context by aligning business and information technology strategies, controlling risks, and complying with regulatory requirements and standards. <i>Prerequisite: INFOSYS 220, 222</i> <i>Restriction: INFOSYS 323</i>	
<b>INFOSYS 306</b>	<b>15 Points</b>
<b>Digital Business and Innovation</b>	
Explores the prominent IT-enabled innovative business models and digital platforms that result in the digital transformation of industries, businesses, products and services. Examines the strategic and economic foundations of digital platforms and models. Discusses the design, coordination and management of the ecosystems underpinning the digital business models and platforms. <i>Prerequisite: 30 points at Stage II in either Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations and Supply Chain Management, Software Engineering</i> <i>Restriction: INFOSYS 323, 338, 344</i>	
<b>INFOSYS 307</b>	<b>15 Points</b>
<b>Special Topic</b>	

**INFOSYS 321 15 Points****Enterprise Systems**

Examines cross-functional integrated computer-based information systems, known as Enterprise Resource Planning (ERP) systems, designed to support an organisation's information needs and operations. Considers issues associated with the selection, analysis, design, implementation and configuration of such systems. Investigates transaction processing, management information and decision support across an organisation's business processes. Explores the characterisation of problems, in terms of process and information models.

*Prerequisite:* 15 points at Stage II in *Accounting, Business Analytics, Computer Science, Engineering Science, Information Management, Information Systems, Marketing, Operations Management, Software Engineering*

**INFOSYS 341 15 Points****Information Security in Business**

An overview of policies, procedures, activities and methods used to manage information assets securely. Topics covered include governance and strategic planning, protection mechanisms, information security practices and policies, risk assessment and management, contingency and response planning, and the legal, and ethical issues associated with information security.

*Prerequisite:* 30 points at Stage II in either *Business Analytics, Computer Science, Information Systems*

**Postgraduate 700 Level Courses****INFOSYS 700 15 Points****Digital Innovation**

New information technologies are transforming how innovations are created, distributed, and commercialised. Focuses on the practices for digital innovation creation, distribution, and commercialisation as well as the digital strategies needed to manage such digital innovations.

**INFOSYS 702 15 Points****Special Topic****INFOSYS 703 15 Points****Managing with Artificial Intelligence**

Focuses on a business perspective of the use of Artificial Intelligence (AI) tools and solutions in organisations. Explores how different AI-enabled tools and solutions contribute to organisational and societal objectives and values. Aims to prepare students for jobs that involve technology consultancy and management of technology, with specific focus on AI as an emergent technology.

**INFOSYS 704 15 Points****IT Consultancy**

Delves into IT consulting, equipping students with the skills to analyse, evaluate, and provide effective counsel to organizations in the public and private sectors. Students are introduced to concepts, frameworks, processes, roadmaps, and technologies of IT consulting. Equips students with the frameworks, processes, roadmaps and technologies to support IT consultancy processes employed in advising organisations in the public and private sectors.

**INFOSYS 705 15 Points****Directed Study****INFOSYS 706 15 Points****Digital Sustainability**

Informs students about the opportunities in harnessing technology to address the UN SDGs. The course will be

guided by the digital sustainability framework (digital maturity, governance, orientation and partnership) and will use real use-cases to develop solutions by students.

**INFOSYS 707 15 Points****Special Topic****INFOSYS 708 15 Points****Special Topic****INFOSYS 709 15 Points****Contemporary Issues in Information Systems Practice - Level 9**

An advanced study and substantial review of operations research and supply chain management relating to contemporary issues, providing students with in-depth knowledge of key topics.

*Prerequisite:* 15 points from *INFOSYS 700-757*

**INFOSYS 720 15 Points****Information Systems Research - Level 9**

A substantive review of research in the discipline of information systems with a focus on behavioural and design science aspects. Behavioural, strategic and social issues relating to the design, implementation, use and impact of information technology applications will be studied.

*Prerequisite:* 15 points from *INFOSYS 700-757*

**INFOSYS 722 15 Points****Data Mining and Big Data**

Data mining and big data involves storing, processing, analysing and making sense of huge volumes of data extracted in many formats and from many sources. Using information systems frameworks and knowledge discovery concepts, this project-based course uses cutting-edge business intelligence tools for data analytics.

**INFOSYS 727 15 Points****Advanced Information Security**

Focuses on technical security issues of the systems used in today's information technology applications. Explores the practical issues of identification and authentication, security of operating systems, cryptography, disaster recovery and contingency planning, and discusses the relevant theoretical models. Managerial aspects of information security issues as well as legal and ethical issues arising from protecting computer files both from a New Zealand and global perspective will be addressed. The course follows the content of CISSP certification.

**INFOSYS 735 15 Points****Cloud Computing Architecture**

Cloud Computing Architecture combines practical skills development with broader research and critical thinking skills to enable the student to analyze concepts relating to cloud computing. The curriculum is delivered through instructor-led classes, knowledge assessments, and hands-on labs designed to develop technical expertise in cloud computing and preparing students for a career in cloud solutions.

**INFOSYS 750 15 Points****Quantitative Methods in Information Systems**

A comprehensive review of the methodological issues in information systems research, including detailed coverage of univariate and multivariate data analysis.

*Prerequisite:* 15 points from *STATS 201-255, or equivalent*

*Restriction:* *MKTG 703, 704*

**INFOSYS 751** 15 Points**Qualitative Methods in Information Systems**

Focus is on the conduct and evaluation of qualitative research for the information systems discipline. Reviews various qualitative research methods and ways of analysing qualitative data and the challenges of writing up qualitative research work for conferences and peer-reviewed academic journals.

*Restriction: MKTG 703, 704*

**INFOSYS 757** 15 Points**Project Management and Outsourcing**

Takes a project manager perspective to analyse, evaluate and discuss approaches for managing complex projects, focusing on projects involving sourcing of IT/digital business services. Considers strategies for balancing competing demands among scope, time, cost, and quality while working with internal organisational stakeholders, third parties, and project team members. Examines the outsourcing project lifecycle.

*Restriction: OPSMG 757*

**INFOSYS 759** 30 Points**Applied Research Consultancy Project - Level 9**

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**INFOSYS 788** 30 Points**Research Project - Level 9**

*Prerequisite: INFOSYS 750 or 751*

*Restriction: INFOSYS 789*

**INFOSYS 790** 30 Points**Research Project - Level 9****INFOSYS 791** 60 Points**INFOSYS 791A** 30 Points**INFOSYS 791B** 30 Points**Dissertation - Level 9**

*To complete this course students must enrol in INFOSYS 791 A and B, or INFOSYS 791*

**INFOSYS 796A** 60 Points**INFOSYS 796B** 60 Points**MCom Thesis in Information Systems - Level 9**

*To complete this course students must enrol in INFOSYS 796 A and B*

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**Innovation**

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**Stage I****INNOVATE 100** 15 Points**INNOVATE 100G** 15 Points**Innovation through Design**

Introduces design thinking and develops a user-centred approach to innovation, emphasising the importance of a deep understanding of user needs throughout an iterative ideation and prototyping process. Utilising the maker space at the Unleash Space and a range of digital tools, students will develop practical making and early stage prototyping skills.

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**Innovation and Entrepreneurship**

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**Stage II****INNOVENT 203** 15 Points**The Entrepreneurial Mindset**

Seeks to foster a fundamental set of beliefs that enables students to act entrepreneurially in all aspects of life and create positive change for themselves and those around them. This includes attitudes required to reframe problems as opportunities, develop and maintain meaningful relationships with others, create a positive impact, and persist in the face of setbacks.

*Prerequisite: 15 points from BUSINESS 112, 113, or 90 points passed, or 60 points from Part I of the BE(Hons) Schedule*

**INNOVENT 204** 15 Points**Entrepreneurial Opportunities**

Applies processes for creating, evaluating and realising entrepreneurial opportunities. Presents approaches to making decisions under conditions of uncertainty in a variety of entrepreneurial contexts. Skills to assess opportunities and associated business models and communicate a credible and compelling business case are introduced.

*Prerequisite: BUSINESS 102 or 103 or 112 or 113, or INNOVATE 100 or 100G or SCIGEN 201*

*Restriction: INNOVENT 202*

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**Stage III****INNOVENT 300** 15 Points**Directed Study****INNOVENT 305** 15 Points**Special Topic**

*Prerequisite: 15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204, MGMT 202, 211, SCIGEN 201*

**INNOVENT 307** 15 Points**Ecosystems for Innovation and Entrepreneurship**

Introduces the eco-system concept to examine ways that innovating firms interact with various actors to build and sustain viable global enterprises. Actors include: suppliers, competitors, investors, users/customers, governments and universities. Develops the analytical skills needed to identify different actors for potential partnerships and strategies to engage with them.

*Prerequisite: 15 points from ENGGEN 302, 303, INNOVENT 201, 203, 204, MGMT 202, 211, SCIGEN 201*

**INNOVENT 308** 15 Points**Advanced Entrepreneurship**

Extends entrepreneurial knowledge and applies advanced skills in the context of a student-defined project focused on an innovative opportunity with international potential. Develops an integrated understanding of the complex interactions with internal and external stakeholders that are relevant for scaling an entrepreneurial opportunity.

*Prerequisite: INNOVENT 204*

*Restriction: INNOVENT 303*

**INNOVENT 309** 15 Points**Responsible Innovation**

Methods, tools and techniques for responsible innovation and new product development. Frameworks for managing the creative front end of innovation, and anticipating

social and ethical issues associated with green and clean technology, circular economy, and frugal innovation trends.  
*Prerequisite:* 15 points from ENGGEN 303, INNOVENT 201, 203, 204, SCIGEN 201  
*Restriction:* INNOVENT 302

#### INNOVENT 310 15 Points

##### **Women in Entrepreneurship**

Explores opportunities and challenges faced by women entrepreneurs in today's global economy. Examines issues related to gender bias, entrepreneurial finance, and growing the entrepreneurial venture. Develops skills for starting and growing an entrepreneurial venture through collaborative, real world opportunity-based assessments.  
*Prerequisite:* Either 15 points from INNOVENT 201, 203, 204, SCIGEN 201, or 60 points at Stage II

## International Business

### Stage I

#### INTBUS 151 15 Points

#### INTBUS 151G 15 Points

##### **Business across Borders**

Business on a global scale presents unique challenges and unrivalled opportunities to companies equipped to cross national boundaries. Set against a background of current events, the course explores the influence of international trade and multinational corporations on the contemporary global economy.

*Restriction:* BUSINESS 101, 111, INTBUS 201, 202

### Stage II

#### INTBUS 201 15 Points

##### **Foundations of International Business**

Explores the distinctive nature of business conducted beyond the boundary of the domestic market. Examines how firms reach multinational scale while exposed to the turbulence and complexity of international political and economic forces.

*Prerequisite:* Either 15 points from BUSINESS 102, 112, 113, MGMT 101 and 15 points from BUSINESS 115, ECON 111, 151, 152, 191, or 15 points from ECON 111, 151, 152 and 30 points in International Relations and Business

*Restriction:* INTBUS 210, 211

#### INTBUS 202 15 Points

##### **Foundations of Strategy**

Examines how firms compete. Focuses on the frameworks and tools needed to make sense of the competitive landscape in order to formulate and implement strategies. Considers the challenges and constraints that managers face in increasingly complex environments and industries.

*Prerequisite:* 15 points from BUSINESS 102, 112, 113, MGMT 101, or 15 points from ECON 151, 152 and 30 points in International Relations and Business

### Stage III

#### INTBUS 300 15 Points

##### **Firms across Frontiers**

Examines international business theories underlying the existence and development of international firms. Analysis of contemporary international business issues.

*Prerequisite:* INTBUS 201 or 202

*Restriction:* INTBUS 301, 302

#### INTBUS 305 15 Points

##### **Governing International Business**

Firms that compete internationally need to employ political strategies and understand the governing institutions that affect their ability to do business. Examines the interactions between international firms and governing institutions, and explores the implications of the international regulatory framework for specific industries.

*Prerequisite:* BUSINESS 200 or INTBUS 201

*Restriction:* INTBUS 304

#### INTBUS 306 15 Points

##### **Global and Regional Business**

Focuses on the conduct of business in the world's regions. Examines globalisation, regionalisation and market integration and their impact on firms.

*Prerequisite:* BUSINESS 200 or INTBUS 201

*Restriction:* INTBUS 310, 311, 312, 313

#### INTBUS 307 15 Points

##### **International Management and Strategy**

Examines theories and practices of management in a cross-border context. Focuses on strategies and their implementation in international markets and how management changes when done internationally.

*Prerequisite:* INTBUS 201 or 202 or 210 or 211

*Restriction:* INTBUS 303

#### INTBUS 308 15 Points

##### **Special Topic**

*Prerequisite:* INTBUS 201 or 202 or 210 or 211

#### INTBUS 309 15 Points

##### **Directed Study**

#### INTBUS 333 15 Points

##### **International Business Strategy**

Examines how multinational enterprises (MNEs) and smaller internationalised companies compete successfully across borders. Considers how firms decide which markets to enter and how to pursue growth, and how they might do so given their position in dynamic industrial, national and global contexts.

*Prerequisite:* INTBUS 201 or 202

*Restriction:* INTBUS 300

#### INTBUS 337 15 Points

##### **International Management**

Explores issues in the management of global enterprises, including evolving forms and management practices in cross-border business. Provides an understanding of cross-cultural and human resource management in international contexts.

*Prerequisite:* INTBUS 201 or 202

*Restriction:* INTBUS 307

## Leadership and Governance

### Postgraduate 700 Level Courses

#### LDGOV 701 15 Points

##### **Effective Governance**

Explores effective governance principles in a New Zealand context (corporate, Not-For-Profit, project and indigenous) including the role, function and dynamics of boards, board practice and engagement, board member obligations and governance success and failure.

#### LDGOV 702 15 Points

##### **Cross Organisational Leadership**

Explores contemporary challenges confronting leadership

including ethics, sustainability, diversity, complexity, partnership and power sharing, particularly related to Te Tiriti o Waitangi, collaborative and network dynamics.

**LDGOV 703 15 Points**  
**Leadership in Governance**

Integrates leadership and governance thinking and practice through a focus on decision-making, dynamics, relationships and processes in a board context. Pays particular attention to leadership at three levels: team leadership at board level, the Chair's leadership of the board and strategic leadership by the board.

**LDGOV 704 15 Points**  
**Current Issues in New Zealand Governance**

Explores developments in governance applied in a New Zealand context focussing on issues around the nature, role and purpose of corporations and their governing bodies and developments such as corporate purpose, integrated reporting, Environmental, Social and Governance (ESG) and shareholder/stakeholder/entity primacy. Includes consideration of Te Tiriti o Waitangi, application of Te Ao Māori principles and governance of Small/Medium Enterprises (SMEs).

**LDGOV 705 15 Points**  
**International Developments in Leadership and Governance**

Explores international issues and developments, analyses research and innovations, and evaluates trends in the area of leadership and governance.

**LDGOV 706 15 Points**  
**The Aspiring Director**

Explores the manager to director transition focusing on readiness, career, roles, duties, accountabilities, knowledge and skills.

**LDGOV 710 15 Points**  
**Special Topic**

**LDGOV 711 15 Points**  
**Special Topic**

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**Management**

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**Stage II**

**MGMT 211 15 Points**  
**Understanding Organisations**

Examines the nature of organisations, groups, and people, and how they affect each other. Provides students with diverse learning opportunities that develop approaches to assist with navigating organisations successfully.

*Prerequisite: BUSINESS 112 or 30 points at Stage I from Anthropology, Communication, Employment Relation and Organisation Studies or Sociology*

**MGMT 223 15 Points**  
**Understanding Work and People**

Examines the forces shaping the nature and quality of work and their impact for individuals, organisations and communities. Explores the evolution of work to better understand contemporary challenges related to organising work, technology, globalisation, diversity, and worker voice and power. Develops critical, analytical and reflective skills.  
*Prerequisite: Either BUSINESS 112, or 30 points at Stage I from Anthropology, Communication, Employment Relation and Organisation Studies or Sociology*

**Stage III**

**MGMT 300 15 Points**  
**Management in Dynamic Contexts**

Explore and reflect on the realities of management theory and practice through critically examining management challenges, from small entrepreneurial firms to large corporations.

*Prerequisite: BUSINESS 200 or MGMT 202 or MGMT 211 or ENGGEN 302 or ENGGEN 303 or SCIGEN 201*

*Restriction: MGMT 301*

**MGMT 302 15 Points**  
**Strategic Management**

Engages in a holistic exploration of the tensions that arise from content – the what, where, and how – in the process and context of strategy to develop skills and knowledge for addressing wicked problems.

*Prerequisite: 15 points at Stage II in Business, International Business, Innovation and Entrepreneurship, Management, or 15 points from ENGGEN 204, 303, SCIGEN 201, 301, 301G*

*Restriction: BUSINESS 304*

**MGMT 304 15 Points**  
**HR Policy and Practice**

Examines the factors affecting employee performance and well-being in employment relationships. Explores core principles and practices of human resource management (HRM) from staffing and work design, to training and development, performance management, reward management, and employee relations – across various contexts.

*Prerequisite: MGMT 211 or 223*

**MGMT 309 15 Points**  
**Organisational Ethics and Sustainability**

Explores ethical principles and the concepts of sustainability and applies these to real-life corporate social responsibility examples. Provides in-depth analysis of the tensions organisations face when trying to operate responsibly within a complex web of stakeholders and further identifies avenues for business to ethically navigate these. Emphasis is placed on 'people and place' and explores how organisations can depart from 'Business as Usual' by adopting a guardianship or kaitiakitanga perspective.

*Prerequisite: BUSINESS 200 or MGMT 211 or MGMT 231 or any 30 points at Stage II in Ethics*

*Restriction: MGMT 331*

**MGMT 314 15 Points**  
**Critical Issues in Organisations**

Examines how contemporary organisations operate in complex and changing organisational and socio-cultural environments. Identifies and analyses the challenges and opportunities for managers in responding to emerging trends. Introduces alternative and transdisciplinary perspectives to address critical issues affecting organisational life in Aotearoa New Zealand and the Pacific region.

*Prerequisite: BUSINESS 200 or MGMT 211*

*Restriction: MGMT 311*

**MGMT 320 15 Points**  
**Special Topic: Management and Games: Integrative Capstone**

*Prerequisite: BUSINESS 200 or MGMT 202 or 211*

**MGMT 325 15 Points**  
**Directed Study**

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**Marketing**


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**Stage I****MKTG 151** 15 Points**MKTG 151G** 15 Points**Essential Marketing**

Introduces fundamental marketing ideas and skillsets. Explores the world of customer value creation and marketing communications through the eyes of marketing and creative experts. Covers current topics in marketing including digital and social media, social entrepreneurship, big data analytics, green marketing and sustainability.

*Restriction: BUSINESS 111, 112, MKTG 203*

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**Stage II****MKTG 202** 15 Points**Marketing Research**

Focuses on the critical role and importance of information in marketing. Covers the fundamental concepts of marketing research in traditional and digital environments and examines how these can be used to assist companies in their decision-making.

*Prerequisite: MKTG 201 or 203, and 15 points from ECON 221, ENGSCI 211, STATS 100, 101, 108*

**MKTG 203** 15 Points**Strategic Marketing**

A comprehensive overview of the central principles and concepts of marketing strategy and management. Highlights the challenges that marketing managers face in planning and implementing effective marketing mix strategies.

*Prerequisite: 15 points from BUSINESS 102, 103, 112, 113, MGMT 101*

*Restriction: MKTG 201*

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**Stage III****MKTG 300** 15 Points**Directed Study****MKTG 301** 15 Points**Advanced Marketing Strategy**

Develops knowledge in how to analyse, implement and evaluate advanced marketing strategies. Encourages the application and consideration of marketing strategies to solve real business challenges. Nurtures a strong appreciation for how marketing connects and relates to other business disciplines.

*Prerequisite: MKTG 202 and 201 or 203*

**MKTG 302** 15 Points**Advanced Marketing Research**

A case-based course in which students conduct live research for a client and work with mentors from industry. Theory and practice are intertwined to provide students with understanding and experience in key aspects of quantitative market research, including advanced questionnaire design skills, online research methods, data analytics and deriving and communicating insights.

*Prerequisite: MKTG 202 and 201 or 203*

**MKTG 303** 15 Points**Consumer Behaviour**

Focuses on understanding customers. Applies psychology to how people make consumption decisions and interpret advertising. Includes a consideration of individual

differences and environmental/situational influences on consumers.

*Prerequisite: MKTG 201 or 203*

**MKTG 304** 15 Points**Digital Marketing**

Examines how digital devices and applications are transforming the way organisations engage with consumers and how consumers search for, compare and select products. Develops understanding of how organisations use emerging technologies and how these influence consumer preference and decision-making. Builds skills in online data analytics and conducting research with an industry partner.

*Prerequisite: MKTG 202 and 201 or 203*

*Restriction: INFOSYS 344*

**MKTG 306** 15 Points**Advertising and Branding**

Focuses on how a business can take an integrated approach to communicating with its customers and with other key stakeholders. Explores traditional tools such as advertising, sales promotion, public relations, personal selling, and direct marketing, as well as newer forms of communicating within digital and social media environments.

*Prerequisite: MKTG 202 and MKTG 201 or 203, or COMMS 100, 104, MKTG 151 with a B grade or higher and COMMS 202 or 204*

**MKTG 308** 15 Points**Customer Insights**

The contemporary big-data revolution requires the integration of marketing strategy, tactical marketing insights and analytical skills. Employs real-life data sets for enhancing strategic and tactical decisions about customers and the market. Collaborates with leading business partners to develop highly sought after practical marketing skills.

*Prerequisite: BUSAN 200 or MKTG 202*

**MKTG 309** 15 Points**Social and Sustainable Marketing**

Explores how marketers can contribute to a healthy, sustainable, equitable and ethical society. Discusses how marketers need to be aware of the impact of their actions, and teaches how to embed such issues into marketing decisions and use marketing for positive societal change.

*Prerequisite: MKTG 201 or 203*

**MKTG 312** 15 Points**Special Topic**

*Prerequisite: MKTG 202 and 201 or 203*

**MKTG 314** 15 Points**Customer Value Management**

Value creation is a fundamental part of modern marketing and firms increasingly utilise technology for this purpose. Explores cutting edge theory and the practice of customer-centricity, customer relationship management (CRM), customer information management, and sales and field force automation, as well as new models of organisational relationship and customer experience management (CEM).

*Prerequisite: MKTG 201 or 203*

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**Postgraduate 700 Level Courses****MKTG 701** 15 Points**Foundations of Marketing Thought**

A core course providing an introduction to marketing philosophy, theory, current debate and advancements in the field. Emphasis is on developing the critical thinking

and analytical skills necessary to undertake postgraduate research.

**MKTG 705** 15 Points

### Advanced Consumer Research

A core course in the postgraduate programme, providing a foundation for a deeper understanding of buyers. This is an advanced study of fundamental theories in buyer behaviour, where both classical and contemporary theories are evaluated.

**MKTG 707** 15 Points

### Directed Study

**MKTG 710** 15 Points

### Digital Advertising Dynamics

Examines advertising, with an emphasis on digital communication. Explores how digital trends, such as social media and influencers, are impacting the dynamics between consumers and firms. Develops students' critical thinking and research skills and their ability to develop solutions to advertising challenges.

**MKTG 712** 15 Points

### Digital Marketing Strategy

Focuses on marketing strategy, planning, and implementation in a digital world. Discusses digital transformation and its impact on customer engagement and consumer behaviour.

**MKTG 713** 15 Points

### Market Innovation and Design

Critically evaluates the processes that underlie market-based innovations. Explores key issues and tools to create market-focused innovation to transform experiences, organisations, and societies.

**MKTG 714** 15 Points

### Contemporary Issues in Marketing Research - Level 9

An advanced study of marketing theory relating to contemporary issues.

*Prerequisite: MKTG 701 or 705*

**MKTG 715** 15 Points

### Future of Marketing Work - Level 9

Provides an advanced exploration of the evolving landscape of work, with a focus on the implications of technological advancements and societal shifts. The emphasis is on equipping students with comprehensive knowledge of the critical themes and challenges shaping the future of work.

*Prerequisite: MKTG 701 or 705*

**MKTG 717** 15 Points

### Special Topic

**MKTG 718** 15 Points

### Special Topic

**MKTG 759** 30 Points

### Applied Research Consultancy Project - Level 9

An applied practical opportunity for students to work with a New Zealand or international business or organisation in a consulting capacity to apply their advanced disciplinary knowledge and to develop research-informed strategic recommendations for a client.

**MKTG 788** 30 Points

### Research Project - Level 9

*Restriction: MKTG 789*

**MKTG 791** 60 Points

**MKTG 791A** 30 Points

**MKTG 791B** 30 Points

### Dissertation - Level 9

*Prerequisite: MKTG 700*

*To complete this course students must enrol in MKTG 791 A and B, or MKTG 791*

**MKTG 792** 30 Points

### Research Project - Level 9

**MKTG 796A** 60 Points

**MKTG 796B** 60 Points

### Thesis - Level 9

*To complete this course students must enrol in MKTG 796 A and B*

## Māori Development

### Postgraduate 700 Level Courses

**MAORIDEV 720** 15 Points

### Whai Rawa: Māori Economies

A critical survey of one thousand years of Māori economic and business activity which examines the interaction of resources, culture, society and commerce. Considers Māori enterprise as an Area Study of developing economies such as Whenua Rangatira and the Economy of Mana.

**MAORIDEV 721** 15 Points

### Te Whakapakari Huanga Māori: Māori Entrepreneurship

An examination of both theory and practice in the field of Māori and Indigenous entrepreneurship. Participants critique theoretical models and frameworks and engage with tools and methods that help develop ideas leading to a pathway of commercialisation.

**MAORIDEV 722** 15 Points

### Tikanga Ture mo ngā Huanga Māori: Legal Studies

Explores the role of Te Tiriti o Waitangi/Treaty of Waitangi and tikanga Māori in the legal system with an emphasis on statutory and customary law relevant to business in Aotearoa/New Zealand. Importance is placed on governance and business structures most conducive to sustainable kaupapa Māori commercial and entrepreneurial activity.

**MAORIDEV 731** 15 Points

### Te Whakamana Rōpū Māori: Governance and Management

Analysis of the nature of Māori enterprise and Māori governance and management systems in relation to both traditional and modern governance and management theory and frameworks.

*Restriction: BUSADMIN 761*

**MAORIDEV 732** 15 Points

### Whakatairanga Huanga Māori: Marketing

Customer value and value-creation in markets and the implications for marketing, marketing decision-making with a focus on Māori enterprise.

*Restriction: BUSADMIN 762*

**MAORIDEV 733** 15 Points

### Tātāritanga Huhua: Quantitative Analysis

Quantitative analysis theory, techniques, and tools to support and facilitate governance and managerial decision-making, drawing on examples from mātauranga Māori or traditional Māori knowledge systems, and from Māori



enterprise. Includes financial, statistical, and operational modelling.

*Restriction: BUSADMIN 763*

**MAORIDEV 734** **15 Points**  
**Whakatakinga Tahua Huanga Māori: Accounting and Finance**

Accounting practice for Māori organisations exploring the structure of accounting information. Develops skills in analysing and critically interpreting accounting and finance data that informs managerial planning, control, decision making and business valuation

*Restriction: BUSADMIN 764, BUSADMIN 765*

**MAORIDEV 738** **15 Points**  
**Tikanga Māhere i te Ao Māori: Strategy**

Principles and techniques associated with strategic thinking, planning and innovation for business growth and sustainable economic development. Considers the practical application of strategic and mātauranga Māori theory to Māori and non-Māori organisational contexts with a focus on, achieving simultaneous social, environmental, cultural and economic value creation.

*Restriction: BUSADMIN 768*

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## Operations and Supply Chain Management

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### Stage II

**OPSMGT 255** **15 Points**  
**Introduction to Operations and Supply Chain Management**

An introduction to important decision areas in operations and supply chain management. Modelling and analytical skills will be developed and supporting techniques/tools will be introduced using spreadsheets. Common qualitative and quantitative aspects of supply chain management will be discussed.

*Prerequisite: BUSINESS 112 and 15 points from ECON 221, ENGSCI 211, STATS 101, 108*

**OPSMGT 258** **15 Points**  
**Business Process Design**

Introduces the elements of business process management through mapping and design. Emphasis is on how organisations identify, design and improve essential business processes. Includes the use of software tools to model and analyse processes for continuous performance improvements.

*Prerequisite: BUSINESS 112 or INFOSYS 110 and 15 points from ECON 221, ENGSCI 211, STATS 101, 108*

### Stage III

**OPSMGT 300** **15 Points**  
**Directed Study**

**OPSMGT 357** **15 Points**  
**Project Management**

An introduction to the management of projects in organisations, with a particular emphasis placed on the interdisciplinary nature and broad application of projects. Topics covered include people management, organisational planning, and resource issues.

*Prerequisite: 30 points at Stage II*

**OPSMGT 370** **15 Points**  
**Operations and Supply Chain Strategy**

Investigates and explores complex and dynamic issues associated with the design and execution of operations and

processes. Promotes an applied, integrated, and systemic approach towards operations across supply chains.

*Prerequisite: 15 points from ENGGEN 303, OPSMGT 255, 258*

**OPSMGT 371** **15 Points**  
**Business Logistics**

Focuses on coordinating logistics across supply chains. Topic coverage features modelling using spreadsheets and includes transportation, forecasting, and inventory control models suitable for use in a distribution and supply chain context.

*Prerequisite: OPSMGT 255 or STATS 255 or ENGSCI 255*

**OPSMGT 376** **15 Points**  
**Strategic Procurement**

Strategic issues in procurement and supply management, covering analysis, planning, and management of supply activities. To enhance understanding of typical situations procurement managers are dealing with and the impact of their decisions on the overall performance of a supply chain the course uses a game-theoretic approach. Note: Students should be aware that several topics of the course make use of basic calculus concepts such as derivatives and maximisation problems.

*Prerequisite: OPSMGT 255 or ENGGEN 303 and 30 points at Stage II*

**OPSMGT 384** **15 Points**  
**Special Topic**

**OPSMGT 385** **15 Points**  
**Special Topic**

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## Postgraduate 700 Level Courses

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**OPSMGT 700** **15 Points**  
**Healthcare Analytics and Operations**

Addresses techniques for data-driven decision-making in healthcare. Issues faced when managing healthcare operations will be discussed, with particular reference to the New Zealand context. Mathematical and computer-based techniques for managing operations under uncertainty will be introduced, with a focus on how they can be applied in practice in a healthcare setting.

*Prerequisite: STATS 201, 208, 210, 225 or equivalent*

**OPSMGT 701** **15 Points**  
**Directed Study**

**OPSMGT 702** **15 Points**  
**Contemporary Issues in OSCM Practice - Level 9**

An advanced study and substantial review of operations research and supply chain management relating to contemporary issues, providing students with in-depth knowledge of key topics.

*Prerequisite: 15 points from OPSMGT 700-780*

**OPSMGT 741** **15 Points**  
**System Dynamics and Complex Modelling**

The concepts, theories and modelling tools of system dynamics are used to deal with the dynamic complexities arising from interdependencies and interactions amongst various parts and functions within organisations and societies alike. Qualitative and computer modelling are used to gain insight and to foresee the intended outcomes as well as unintended consequences of policies and strategic decisions. All aspects of organisations including HR, IT, operations, marketing and strategy are considered and their interdependencies explored.

*Restriction: INFOSYS 740*

**OPSMGT 752** 15 Points  
**Modelling Methods in Operations Management**

Mathematical modelling methods in operations management research. Includes simulation techniques, Markov decision models, optimisation methods, game theoretic formulations, and other modelling methods.

*Prerequisite:* BUSAN 200 or OPSMGT 255 or STATS 108

**OPSMGT 759** 30 Points**Applied Research Consultancy Project - Level 9**

A practical opportunity to work with a New Zealand or international business or organisation in a consulting capacity and apply advanced disciplinary knowledge to develop research-informed strategic recommendations for a client.

**OPSMGT 760** 15 Points**Advanced Operations Systems - Level 9**

A core research-oriented course in the postgraduate programme in Operations and Supply Chain Management. The course takes an in-depth view of operations in advanced operations systems such as supply chains, focusing on operational and behavioural factors.

*Prerequisite:* 15 points from OPSMGT 700-780

**OPSMGT 766** 15 Points**Fundamentals of Supply Chain Coordination**

Focuses on issues fundamental to supply chain coordination. The impact of information asymmetry, limits of information sharing, incomplete contracts, and other selected topics typically covered in separate subjects such as Contract Theory, Industrial Organisation and Implementation Theory are studied in the supply chain management context. The course will be taught from a quantitative perspective.

**OPSMGT 780** 15 Points**Sustainable Transformation**

Sustainable transformation aspires to balance and integrate societal, economic and environmental dimensions. Focuses on the interrelationships and influences between the sustainability dimensions from a systems dynamics perspective where vision and strategies are translated to sustainable processes, actions, and performance. Explores sustainable transformation of individuals and families through to organisations, supply chains and society as a whole.

**OPSMGT 788** 30 Points**Research Project - Level 9**

*Restriction:* OPSMGT 789

**OPSMGT 790** 30 Points**Research Project - Level 9****OPSMGT 791** 60 Points**OPSMGT 791A** 30 Points**OPSMGT 791B** 30 Points**Dissertation - Level 9**

*To complete this course students must enrol in OPSMGT 791 A and B, or OPSMGT 791*

**OPSMGT 796A** 60 Points**OPSMGT 796B** 60 Points**Thesis - Level 9**

*To complete this course students must enrol in OPSMGT 796 A and B*

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**Property**

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**Stage I****PROPERTY 102** 15 Points**Introduction to Property**

Knowledge of how property markets work and how properties are valued, managed and financed is critical for property professionals and for understanding modern life. Key terms and definitions surrounding the property profession and introductory analyses of supply and demand characteristics unique to property markets will be key learning outcomes. Students will also learn key concepts surrounding residential property valuation and construction.

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**Stage II****PROPERTY 211** 15 Points**Property Valuation**

As every property is unique, the valuation of property presents many challenges and has a strong influence on the financial viability of both existing buildings and the development process. General models for valuing commercial property, industrial property, and land will be introduced.

*Prerequisite:* 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102

*Corequisite:* PROPERTY 251

**PROPERTY 221** 15 Points**Property Marketing**

Effective marketing is at the core of successful property management, development and investment. Covers buyer behaviour, marketing research, segmentation and targeting, the marketing plan, the listing process and selling techniques all in the context of the property industry. Develops essential skills for independent thinking, strategic problem solving, effective teamwork and business report writing.

*Prerequisite:* 15 points from BUSINESS 102, 112, 113, PROPERTY 102

**PROPERTY 231** 15 Points**Property Management**

Achieving optimum performance from property assets is a multi-faceted process involving leases, financial structures, marketing, and occupier demand. Budgeting, operational expenditures, and capital expenditures will be introduced within the property context. An understanding of health and safety issues as well as leases will be provided.

*Prerequisite:* 15 points from BUSINESS 102, 112, 113, PROPERTY 102

**PROPERTY 241** 15 Points**Land-use Planning and Controls**

Provides an understanding of the Resource Management Act and regional and district plans and how these affect land use and subdivision as well as resource consent applications and other property processes.

*Prerequisite:* 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102

**PROPERTY 251** 15 Points**Property Finance and Investment**

Financing represents a fundamental part of how properties are purchased, developed and managed. The application of general theories of property investment, discounted cash flow, risk and return, and financial mathematics is vital for property professionals. Debt and equity financing

options are discussed for residential and income-producing property and development projects.

*Prerequisite:* 15 points from ACCTG 101, BUSINESS 114, PROPERTY 102

**PROPERTY 261 15 Points**

**Property Economics**

The supply and demand characteristics of urban developments have impacts on not only the price and availability of property, but on how we live and work. An understanding of development economics, urban policy, and land-use economics will provide students with knowledge of how the decisions of property professionals, policy makers, occupiers shape the built environment.

*Prerequisite:* 15 points from BUSINESS 115, ECON 101, 151, 152, 191, PROPERTY 102

**PROPERTY 271 15 Points**

**Property Law**

Fundamental legal principles and issues affecting the property professional will be considered including contract law, common form contracts found in the property industry (including leasing, transfer, and valuation) land ownership and professional liability.

*Prerequisite:* 30 points from BUSINESS 112, 113, 114, 115, LAW 141, or COMLAW 101 and PROPERTY 102

**PROPERTY 281 15 Points**

**Building Construction**

Knowledge of construction is vital in understanding property valuation, property management and property development. Building materials, structural options, and building services have a strong influence on how a property performs both financially and functionally. Provides general residential and commercial construction knowledge and an understanding of the construction process.

*Prerequisite:* 15 points from BUSINESS 102, 112, 113, PROPERTY 102

*Restriction:* PROPERTY 141

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**Stage III**

**PROPERTY 300 15 Points**

**Directed Study**

**PROPERTY 311 15 Points**

**Advanced Valuation**

The theory and practice of valuing special categories of urban property. Topics include: valuation of CBD land and office buildings, shopping centres, hotels and leasehold land. Also covered are: statutory valuations (compulsory purchase), going-concern valuations, litigation, arbitration, and professional ethics and practice.

*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 331 15 Points**

**Advanced Property Management**

Property asset management theory through the study of its practical application in the strategic and estate management of property portfolios held in public and private ownership. The role of corporate real estate management in large organisations.

*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 342 15 Points**

**Property Development**

An introduction to the process of property development, including application of analytical methods to case studies.

*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 351 15 Points**

**Advanced Property Finance and Investment**

An understanding of how to research, analyse and advise on property financing and investment decisions is an essential analytical skill for property professionals. Topics include: asset pricing models, capital structure decision, weighted average cost of capital and adjusted present value, property as an asset class, and financing and investment strategies.

*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 360 15 Points**

**Property Simulation**

An integrated team-based capstone experience based on a property simulation requiring students to demonstrate their ability to work collaboratively as they engage in strategic decision-making.

*Prerequisite:* 30 points at Stage III in Property

*Restriction:* PROPERTY 361-364, 371

**PROPERTY 361 15 Points**

**Property Industry Case**

A challenging 'real world' property industry case project requiring demonstration of personal and professional skills as teams assess a situation, propose solutions and communicate recommendations.

*Prerequisite:* 30 points at Stage III in Property

*Restriction:* PROPERTY 360, 362, 363, 364, 371

**PROPERTY 362 15 Points**

**Property Industry Project**

A challenging property industry case project requiring the application of personal and professional skills in assessing a situation, proposing solutions and communicating recommendations.

*Prerequisite:* 30 points at Stage III in Property

*Restriction:* PROPERTY 360, 361, 363, 364, 371

**PROPERTY 363 15 Points**

**Internship and Report**

A project-based internship with a property company or other appropriate organisation requiring written and oral reports of findings.

*Prerequisite:* 30 points at Stage III in Property

*Restriction:* PROPERTY 360, 361, 362, 364, 371

**PROPERTY 364 15 Points**

**Research Project**

*Prerequisite:* A Grade Point Average of 5.0 or higher in 45 points at Stage III in Property

*Restriction:* PROPERTY 360, 361, 362, 363, 371

**PROPERTY 370 15 Points**

**Building Surveying**

Builds the specific knowledge and skills required to work within the building surveying profession. Topics include building pathology and survey techniques, due diligence reporting, Schedules of Condition, maintenance and reinstatement obligations when leasing commercial property, terminal reinstatement assessments and reporting and law in relation to dilapidations.

*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 371 15 Points**

**Property Project**

A research project, feasibility study or structured internship on an approved topic.

*Prerequisite:* 90 points from PROPERTY 211-281

*Restriction:* PROPERTY 372

**PROPERTY 380** 15 Points  
**Property Issues and Trends**  
 Property development and investment practices have significant consequences for economic, social and environmental outcomes. Uses relevant literature to provide a critical analysis of contemporary dynamics and problems in international and national property markets.  
*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 382** 15 Points  
**Māori Land Issues**  
 History of land conflicts in New Zealand, Waitangi Tribunal process, and development of portfolio management strategies.  
*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 384** 15 Points  
**Property Technology**  
 Develops capabilities in applying analytical tools and technologies to the analysis of issues to enhance understanding of property markets and support effective decision-making.  
*Prerequisite:* 90 points from PROPERTY 211-281

**PROPERTY 385** 15 Points  
**Special Topic**

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### Postgraduate 700 Level Courses

**PROPERTY 700** 15 Points  
**Directed Study**

**PROPERTY 713** 15 Points  
**Property Valuation and Analysis**  
 A review and critical analysis of literature in property valuation theory and practice. Critically evaluates issues relating to concepts, methods, standards and specialist valuation processes, and considers implications for future valuation practice.

**PROPERTY 720** 15 Points  
**Property Professional Practice and Consulting**  
 A critical analysis of a practice situation or dilemma in an area of property practice of interest, based on a critique of property theory, literature and stakeholder engagement. Considers the impact and proposes recommendations to enhance future practice.

**PROPERTY 730** 15 Points  
**Property Innovation and Technology**  
 Focuses on the development of innovative solutions to address challenges facing property profession. Considers best practice in the use of property technologies.

**PROPERTY 743** 15 Points  
**Property Economics and Sustainable Development**  
 Critical analysis of the economics and institutional factors that affect urban property markets. Considers the impact of cultural diversity, sustainability, and supply of money and land in residential and non-residential property development.

**PROPERTY 753** 15 Points  
**Property Finance and Management**  
 Focuses on advanced concepts of global markets, investment and finance and their application to inter-related property markets, as well as the advanced theories and practices in financial management. Critically evaluates financial management decisions and behaviour of participants within the property markets using case studies and financial software.

**PROPERTY 785** 15 Points  
**Special Topic**  
 A seminar or individual study on a specialised aspect of property.  
*Corequisite:* At least 30 points selected from PROPERTY 701-773, and 784

**PROPERTY 786** 15 Points  
**Special Topic: Money, Land and Housing**

**PROPERTY 789** 30 Points  
**Research Project - Level 9**  
 A dissertation on a topic in property approved by the Head of Department.  
*Prerequisite:* At least 30 points selected from PROPERTY 703-763

**PROPERTY 790** 30 Points  
**Research Essay - Level 9**  
 A dissertation on an approved topic in property.  
*Prerequisite:* At least 30 points selected from PROPERTY 701-773, and 784

**PROPERTY 791** 60 Points  
**PROPERTY 791A** 30 Points  
**PROPERTY 791B** 30 Points  
**Dissertation**  
 To complete this course students must enrol in PROPERTY 791 A and B, or PROPERTY 791

**PROPERTY 794A** 30 Points  
**PROPERTY 794B** 60 Points  
**Thesis - Level 9**  
 To complete this course students must enrol in PROPERTY 794 A and B

**PROPERTY 796A** 60 Points  
**PROPERTY 796B** 60 Points  
**Thesis for MProp - Level 9**  
*Prerequisite:* PROPERTY 701  
 To complete this course students must enrol in PROPERTY 796 A and B

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## Property Practice

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### Postgraduate 700 Level Courses

**PROPPRAC 700** 15 Points  
**Management and Marketing**  
 Achieving optimum performance from property assets is a multi-faceted process involving leases, financial structures, marketing, and occupier demand. Budgeting, operational expenditures, and capital expenditures will be introduced within the property context. An understanding of health and safety issues as well as leases will be provided.

**PROPPRAC 701** 15 Points  
**Sustainable Construction**  
 Knowledge of construction is vital in understanding property valuation, property management and property development. Building materials, structural options, and building services have a strong influence on how a property performs both financially, functionally and environmentally. Provides general construction knowledge and an understanding of the construction process in context of buildings' impact on the environment.

**PROPPRAC 702** 15 Points  
**Planning and Development**  
 Property Development is approached from a practical perspective on the development process pathway from

vision to commissioning and including the navigation of development controls and other land use restrictions in district plans. Analysis and feasibility are key skills that will be developed with case study illustration and a practical assignment. Design management, consenting, leadership, procurement and delivery will be covered including communication and sustainability.

**PROPPRAC 703** 15 Points  
**Law and Governance**

Fundamental legal principles and issues affecting the property professional will be considered including contract law, common form contracts found in the property industry (including leasing, transfer, and valuation) land ownership and professional liability. Key property-focused governance concepts, practices, structures and mechanisms are studied.

**PROPPRAC 704** 15 Points  
**Property Market Dynamics**

The supply and demand characteristics of urban developments have impacts on not only the price and availability of property, but on how we live and work. Development economics, urban policy, and land-use economics inform and guide decisions of property professionals, policy makers, and occupiers who shape the built environment.

**PROPPRAC 705** 15 Points  
**Investment and Finance**

Financing represents a fundamental part of how properties are purchased, developed and managed. The application of general theories of property investment, discounted cash flow, risk and return, and financial mathematics is vital for property professionals. Debt and equity financing options are discussed for residential and income-producing property and development projects.

**PROPPRAC 706** 15 Points  
**Valuation**

As every property is unique, the valuation of property presents many challenges and has a strong influence on the financial viability of both existing buildings and the development process. Valuation involves a range of models and approaches for valuing residential, commercial and industrial property and undeveloped land.

**PROPPRAC 707** 15 Points  
**Property Technology**

Develops capabilities in applying analytical tools and technologies to the analysis of issues to enhance understanding of property markets and support effective decision-making.

**PROPPRAC 708** 15 Points  
**Advanced Valuation**

The theory and practice of valuing special categories of property including shopping centres, hotels, leasehold and Māori land. Other professional property practices covered include compulsory purchase, and professional ethics and practice.

*Prerequisite: PROPPRAC 706*

**PROPPRAC 709** 15 Points  
**Advanced Property Analytics - Level 9**

Extend and apply core property knowledge involving management, development valuation and investment to critically analyse property through use of geographic information system (GIS) and cash flow modelling software.

*Prerequisite: 45 points from PROPPRAC 700-708*

**PROPPRAC 778** 30 Points  
**PROPPRAC 778A** 15 Points  
**PROPPRAC 778B** 15 Points

**Capstone Project - Level 9**

An individual, research-informed practical project with a company or other appropriate organisation with written and oral reports of the findings.

*To complete this course students must enrol in PROPPRAC 778 A and B, or PROPPRAC 778*

**PROPPRAC 779** 30 Points  
**PROPPRAC 779A** 15 Points  
**PROPPRAC 779B** 15 Points

**Capstone Project - Level 9**

A team-based, research-informed practical project with a company or other appropriate organisation with written and oral reports of the findings.

*To complete this course students must enrol in PROPPRAC 779 A and B, or PROPPRAC 779*

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## Tertiary Foundation Certificate Business

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### Foundation Courses

**TFCBUS 92F** 15 Points  
**Foundation Business**

Develops an understanding of the role of business in a rapidly changing national and international context. Focuses on factors impacting success and value creation including effective management and leadership, understanding customers, innovation and product development, financial and accounting practices, and strategic planning and decision-making.

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## Waipapa Taumata Rau

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### Stage I

**WTRBUS 100** 15 Points  
**Waipapa Taumata Rau: Exploring the Māori Economy - Business Beyond Profit**

Ko Waipapa Taumata Rau tātou. Welcome to your study in He Manga Tauhokohoko, the Faculty of Business and Economics. This core course considers how knowledge of place enhances your learning, the significance of Te Tiriti o Waitangi, and how knowledge systems frame understanding. It provides foundational essential skills to support you in your first year and future studies. It explores how Māori cultural values intersect with business practices in Aotearoa New Zealand.

*Restriction: SCIGEN 102, 102G, WTR 100, 101, WTRENG 100, WTRMHS 100, WTRSCI 100*