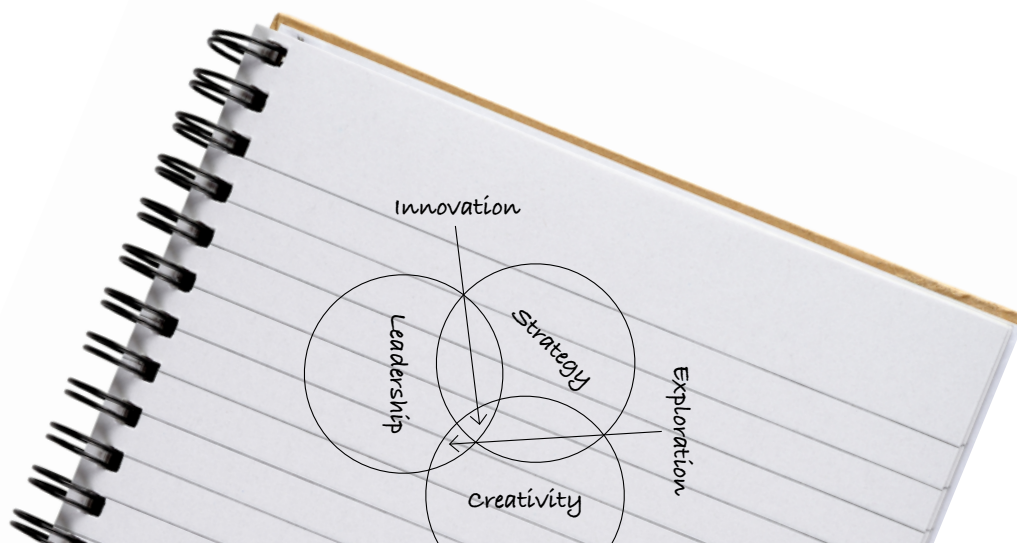


What can I do with a degree in Management?

Management.



Career planning: what do I need to know?

Knowledge of yourself is important for career decision making. Start by looking at your personal goals, abilities, values and interests to explore study and career options that are relevant to you. Some of these may change over time, so it is important to self-reflect and evaluate your career on an ongoing basis.

What do employers look for?

Many employers look for generic skills such as communication, customer-focus, bicultural competence, cultural awareness and teamwork. With technology and globalisation changing the nature of society, skills such as resilience, problem solving and adaptability are valuable at work as well as in life.

How can I develop these skills?

- Some skills are developed through your degree

- Extra-curricular activities can help, for example getting involved in clubs, mentoring, cultural groups, part-time work or volunteering
- Be open to professional and personal development opportunities. Whether it is undertaking an internship, overseas exchange, skills seminar, or joining an industry group – these activities will enhance your employability.

What else should I know?

The career options in this brochure are examples only and the list is not exhaustive. Some careers may require further study beyond a first degree or additional work experience. Some pathways and degrees have a recommended school background. Find more subject details at www.canterbury.ac.nz/subjects/mgmt

If this brochure does not answer your questions, talking to an expert such as a career consultant can help you to identify the next steps in your career decision making journey.

www.canterbury.ac.nz/careers

What is Management?

Managers organise the effective placement of staff and resources and take responsibility for either certain aspects or overall operation of an organisation. The study of management involves learning how to get things done in an organised way through people.

In order to be an effective manager, you need to acquire knowledge and skills in problem solving, decision making and communication. You also need to be able to lead teams and motivate people to perform at their full potential.

Management studies cover marketing, organisational leadership and development, human resources, strategic management and operations management. Studying Management provides you with the knowledge, tools and techniques to influence organisational life.



AT A GLANCE

\$99k is the average income for a manager

186+ UC students have travelled to China on the MGMT 228 Chinese Business Practices and Culture study tour since it began in 2010

2.3% growth expected in the occupation of manager by 2023*

What skills have UC graduates gained?

By majoring in Management, graduates develop a valuable set of skills that are transferable to a range of careers. These skills include:

- Written and verbal communication
- Planning
- Leadership
- Critical and strategic thinking
- Research design and data collection
- Problem solving
- Cooperation and teamwork
- Analytical thinking
- How to direct, encourage and organise people.

Opportunities to apply your learning outside the classroom are available in this major through internships and international study tours. These experiences deepen your skillset, awareness of others, working knowledge, and employability.

Where have UC graduates been employed?

Management graduates are employed in a vast range of organisations and sectors.

UC graduates have been employed in:

- Banking eg, ANZ, ASB, BNZ, Lloyds Banking Group

- Finance eg, Visa Europe, Wynyard Group, Financial Conduct Authority
- Technology eg, Apple, Hewlett Packard
- Entertainment and media eg, Sony Computer Entertainment, Haymarket Publishing
- Telecommunications eg, Telstra, Vodafone, TalkTalk
- HR and recruitment eg, Michael Page International, Adecco New Zealand
- Tourism eg, Tourism New Zealand, Intrepid Travel, Cathay New Zealand, Flight Centre
- Agribusiness eg, Fonterra, DairyNZ
- Education eg, universities, polytechnics
- Manufacturing and retail eg, Toyota, Kraft, Cookie Time, William Grant & Sons
- Transport and logistics eg, Mainfreight, Europcar
- Professional services eg, KPMG, 180 Degrees Consulting
- Healthcare and insurance eg, BUPA, AMI
- Associations eg, Australian Institute of Company Directors, Leadership Development Centre
- Government eg, New Zealand Defence Force, Department of Internal Affairs, Ministry of Justice, Environment Canterbury.

UC Management graduates are employed in many countries around the world such as Australia, UK, Bahrain, China, Japan, Malaysia and Thailand.

What jobs and activities do graduates do?

Management graduates have many career options. These are often influenced by area of specialisation eg, Human Resources or Strategy. Many graduates start in one role and work their way up the corporate ladder. Some start their own business.

Note: Some of the jobs listed may require postgraduate study. See the 'Further study' section.

What job titles do Management graduates have?

- Business analyst
- Business development manager
- Analyst
- Associate
- Advisor
- Consultant
- Owner
- Director
- Partner
- General manager
- Team leader
- Supervisor
- Project manager
- Commercial manager
- Brand manager
- Digital marketer
- Marketing manager / specialist / officer / assistant
- Public relations / communications executive
- Sales manager / assistant
- Retail manager
- Human resources manager / officer / assistant
- Recruitment consultant
- Operations manager
- Logistics officer

- Financial manager
- Investment advisor
- International trader
- Accounts clerk
- Business administrator
- Lecturer
- Research analyst / advisor / assistant
- Insurance advisor
- Customer service representative

What activities could be part of these jobs?

In general, managers oversee the effective use of resources and take responsibility for certain aspects or overall operation of an organisation. Activities may include planning, budgeting, supervising, organising, advising, implementing, researching, analysing, problem solving, and initiating ideas. For specific job profiles go to www.careers.govt.nz or www.prospects.ac.uk

Entrepreneur & self-employment

Entrepreneurship and innovation are an increasing part of the working landscape. Through generating a business idea, or getting involved in a start-up/business venture, you have the potential to create a work opportunity that aligns with your knowledge, skills, values and risk profile. To get started on how to establish, run and grow a new business, go to Te Pokapū Rakahinonga, Centre for Entrepreneurship at the University of Canterbury www.canterbury.ac.nz/uce

What professional organisations can I engage with?

Connecting with professional bodies and organisations can help you to establish professional networks and learn more about different career options in your area of interest. Gaining valuable insight into a profession can assist in making informed career decisions.

- The Institute of Management New Zealand www.imnz.co.nz
- New Zealand Institute of Management and Leadership www.nzimleadership.co.nz
- Human Resources Institute of New Zealand www.hrnz.org.nz
- New Zealand Chambers of Commerce www.newzealandchambers.co.nz
- The Project Management Institute New Zealand <https://pmi.org.nz>

Having a professional presence on social media networks such as www.linkedin.com and Facebook can help you to keep up to date with important industry developments and trends, networking opportunities, events and job vacancies. Following relevant professional bodies, organisations, companies and thought leaders is a great way to gain a deeper awareness of the industries that interest you. Social media presents an opportunity to build and enhance networks as well as to display your involvement in projects and any academic successes.

Why do further study and what are my options?

Postgraduate study can facilitate career benefits such as specialist skills, entry into a specific occupation, higher starting salary, faster progression rate, and advanced research capability. It is important to determine which, if any, further study will help you in your future career.

Management graduates can progress into a number of postgraduate programmes from honours through to PhD level. UC offers a number of master's qualifications including the Master of Commerce and Master of Business Management.

www.canterbury.ac.nz/courses

Useful links

Te Rōpū Rapuara UC Careers
www.canterbury.ac.nz/careers

Careers New Zealand
www.careers.govt.nz

Ministry of Business, Innovation and Employment
www.business.govt.nz



Marliese



Bachelor of Commerce in Management and Marketing
Retail and Business Banking Graduate,
ASB Future Me Graduate Programme,
Auckland

What motivated you to study Management and Marketing?

I initially intended to study medicine but I am a people person and I realised that my strong communication skills would be far more useful in the business world.

Studying Management was an obvious choice for me since I am a natural leader and have a talent for strategic planning and organisation. I was always fascinated by advertisements, even as a child, so I decided to specialise in Marketing as well.

What did you enjoy about it?

Studying a double major was challenging but very rewarding. I had brilliant lecturers who always sparked my interest in each paper I took. They were very approachable and always ready to help.

I loved the fact that it wasn't just a sit-in-class-and-listen type of learning environment. The lecturers promoted interactive learning: working with real companies, giving presentations and having reputed guest speakers visit the class.

How did you make the most of opportunities at UC?

One of the experiences at UC that I enjoyed immensely was participating in the SDS Business Case League Competitions. Competing with New Zealand's premier universities at SDS and presenting to judges who are New Zealand's top business people was an invaluable experience and great preparation for the real business world.

How has your study shaped your future?

Attending UC is the best decision I ever made. Getting into the ASB Graduate Programme is an ambition fulfilled – my studies and the wealth of business world experiences I gained at UC paved the way for me to get to where I am today.

Read more online

Read more stories about our students' university experiences online. UC alumni make a difference in varied ways around the globe. To find out where graduates are now visit www.canterbury.ac.nz/getstarted/whyuc/student-profiles

The information in this brochure was correct at the time of print but is subject to change.

More information

UC students seeking study advice.

Department of Management, Marketing and Entrepreneurship

The Department is one of the leading business departments in Aotearoa New Zealand.

The variety of subject areas allows for an interdisciplinary approach to business education. Our expert staff teach courses dealing with the fundamental ideas of a subject area – our aim is to give students the concepts which they can apply in different situations and industries.

T: +64 3 369 3888

E: studybusiness@canterbury.ac.nz

www.canterbury.ac.nz/study/subjects/management

Anyone seeking careers advice.

Te Rōpū Rapuara | UC Careers

UC offers intending and current students and recent graduates a wide range of services, including individual career guidance, seminars, career resources and student and graduate employment opportunities.

T: +64 3 369 0303

E: careers@canterbury.ac.nz

www.canterbury.ac.nz/careers

Prospective students seeking study advice.

Te Rōpū Takawaenga | Student Liaison

The liaison team provide advice to future students who are starting their degree for the first time.

They can assist with information on degrees, scholarships, accommodation, and other aspects of university life. We have offices in Christchurch, Auckland and Wellington.

Ōtautahi | Christchurch

T: 0800 VARSITY (0800 827 748)

E: liaison@canterbury.ac.nz

Tāmaki Makaurau | Auckland

T: 0800 UCAUCK

E: auckland@canterbury.ac.nz

Te Whanganui-a-Tara | Wellington

T: 0800 VARSITY (0800 827 748)

E: wellington@canterbury.ac.nz

www.canterbury.ac.nz/liaison

