2018
Introduction to Business

Business.

Bachelor of Commerce
TOP 5% OF BUSINESS SCHOOLS

UC Business School is highly ranked and accredited by AACSB.

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Cover models: Elizabeth Zou (Master of Business Management) and Richard Gray (Master of Professional Accounting) each completed an internship as part of their degree.
Welcome to Business

Nau mai, haere mai ki Te Kure Umanga.

E nga mana, e nga reo, e nga karangatanga maha, Nei rā te whakamiha o ki a koutou. Tēnā koutou katoa.

The dynamic nature of business means people and organisations are constantly changing. The highly digital world that we live in – with social media, live streaming and big data – will evolve considerably as new technologies are developed and integrated into our daily lives. Even the traditional areas of accounting, economics, management and marketing are rapidly adopting new and innovative approaches to better engage with customers and markets.

At the UC Business School, we encourage you to be more outward looking and build strong connections with the corporate world and public and not-for-profit sectors. A strong focus on resilience, entrepreneurship, sustainability, plus an international perspective, aims to develop the skills and personal attributes required to drive innovation and sustainable growth in Aotearoa New Zealand and beyond.

The UC Bachelor of Commerce (BCom) emphasises anticipating and adapting to the world of business, while making a positive difference. By combining majors and minors, and adding internships, projects and networking experiences, you will graduate with core business skills that you can apply anywhere.

Professor Paul Ballantine
Head of the UC Business School
Learn from the experts

Photo: LU Accounting courses are taught by research-active academics who also cross over into commercial and corporate law. Professor Adrian Sawyer (centre) received the Australasian Tax Teachers Association Hill Medal for his outstanding contributions to tax teaching and policy. He has published over 400 articles on tax issues and is chair of the Editors of the New Zealand Journal of Taxation Law and Policy.
UC Business programmes and research are benchmarked against the best in the world.

**A quality assured business school**
Preparation for a career in business requires choosing the best business school — one with top teachers, impactful research, innovative and enterprising students, and the highest standards of quality.

AACSB accreditation** places the UC Business School in the top five percent of business schools globally. Studying at an AACSB-accredited school means your qualification is recognised world-wide by employers and other universities.

**Research and scholarship**
Research in the UC Business School spans a range of disciplines. Notable areas of research strength include marketing and tourism, where UC is ranked first in New Zealand, along with management, accounting and finance, all ranked second in New Zealand.*

Our researchers collaborate with national and international partners, including other universities, research institutes and local and national government organisations.

**Internationally recognised staff**
Our academics have international standing in their fields and they have written many of the course textbooks. You will learn first-hand from the experts giving you an education that is internationally recognised, professionally relevant and community focused.

* Tertiary Education Commission 2012 PBRF Assessment.
** The Association to Advance Collegiate Schools of Business.
Think global, study local
At the UC Business School you will study in a truly multinational setting with students and lecturers from around the world.

**Learning outside the classroom**

While you are studying for a Bachelor of Commerce (BCom), we encourage you to extend your learning beyond the classroom and make the most of practical experiences for an employment advantage when you graduate. Internships and project-based courses enable you to apply academic theory to actual projects so you gain valuable skills that employers value highly such as teamwork, communication and problem solving. BCom students have interned at companies such as ANZ, World Vision, Fulton Hogan, City Care, Landcare Research, and the Department of Conservation.

**Study opportunities abroad**

UC has over 60 partner universities around the world. You can take your studies overseas through the MGMT 228 Chinese Business Practices and Culture study tour and the UC Exchange Programme. Combining your studies with an OE gives you the best of both worlds. Learning about other countries and cultures, and perhaps even gaining a new language is all part of doing business in an international setting.

**A calendar of events**

During the academic year there are international guest lectures from Erskine fellows, industry and community speakers, plus seminars and student workshops. Whatever your business aspirations, a UC BCom will take you there.
Supporting future entrepreneurs

Photo: The UC Centre for Entrepreneurship is a dedicated space where students can network, collaborate and create. It is home to the UC Incubator and Summer Startup programmes, and the Case Challenge Group.
Innovation and entrepreneurship are integral to the success of New Zealand businesses in today’s competitive, global marketplace.

**Future-focused graduate**
Organisations need graduates who can help take ideas from a simple concept or the laboratory, through to development, manufacture and production, and marketing to customers. BCom graduates will be employable, innovative and enterprising as a core part of their degree.

**Try out your own ideas**
At UC Business School you have opportunities to develop your innovative thinking and entrepreneurial skills, starting with entré. This student-run company inspires you to excel in the business world and test your product ideas with the help of mentors and business connections.

The UC Centre for Entrepreneurship (UCE) is a dedicated, student-focused space where ideas and innovation can flourish. UCE builds creative and entrepreneurial capability for professional roles, founding your own start-up, or establishing a socially focused project (see page 8).

**An entrepreneurial curriculum**
Participating in business competitions and challenges allows you to collaborate with like-minded students from other disciplines.

Applying what you learn in class to industry projects gives valuable practical work experiences and may just springboard you into your own business venture.
The path to a great career in business

Business and Economics are diverse and exciting fields of study with practical applications to the world we live and work in.

Independent of the industry or sector, every organisation uses business functions and processes, such as accounting, finance, human resources, management and marketing. From the corner dairy to large company, and even online, our daily lives are shaped by business interactions and transactions.

Increasingly, graduates require specialist knowledge to work in business roles. Commerce is a professional degree that provides scope for specialisation from chartered accountancy through to strategic management and entrepreneurship.

At UC you gain a world-class qualification and also have practical opportunities that enhance your CV. Throughout your BCom degree you will learn to think critically, communicate effectively and work efficiently through sound time management, and collaborate in project teams. Along with options for internships and work experience, you will build up transferable skills that will enable you to transition into the workforce and prepare you to drive innovation and change in Aotearoa New Zealand and beyond.

Internships

BCom students may take part in internships and projects throughout the year covering a range of professional fields across BCom subjects.

We have had successful partnerships with the public and private sectors, corporate firms, small and medium enterprises and not-for-profit organisations. Placements have taken place at the ‘Big Four’ accounting firms, ANZ, World Vision, Fulton Hogan, Pennich Capital and Environment Canterbury, to name a few.

Our internships are usually project-based 300-level courses for credit and provide support to organisations for current projects. You will be exposed to real-life challenges and gain work experience, through the process of addressing a defined business problem and providing solutions or a business plan.

Innovation and enterprise

The UC Centre for Entrepreneurship (UCE) is a dedicated, student-focused space where ideas and innovation can flourish. UCE hosts guest speakers, lectures and seminars, competitions, and incubation programmes for growing business ideas and start-ups. Home to student clubs entré, 180 Degrees Consulting and Global China Connection, UCE can help you gain all-round business skills to take out into the world.

www.uce.canterbury.ac.nz

Part of a global community

Christchurch and Canterbury are transforming at a rapid pace with opportunities for you to get involved in community initiatives locally and overseas, such as CHCH 101 and MGMT 208 (see www.canterbury.ac.nz/courses). You can also study abroad on an exchange to broaden your experiences (see page 30).

‘There was so much going on at UC that I was spoilt for choice. I loved the fact that it wasn’t just a sit-in-class-and-listen type of learning environment.’

Marliese Liyanage
Bachelor of Commerce in Marketing and Management
Retail and Business Banking Graduate, ASB Future Me Graduate Programme
Bachelor of Commerce – typical degree structure

Year 1

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Flexible study options
The flexible nature of our BCom allows you to include courses from other degrees. Many students complete either a double major (choosing two areas of study into one degree) or a double degree (choosing with another degree – see page 10 for more details).
Complementary and double degrees

Business is by nature an interdisciplinary area of study. So while the Business School manages the BCom, there are other subjects and qualifications that may complement a BCom degree and further your business career.

There are a number of relevant and related programmes that could sit alongside your BCom to help you stand out and start a successful career in business.

These include:

• Bachelor of Arts subjects – see page 27.
• Bachelor of Product Design – Product Design combines creative design, science, engineering and business studies. For more information, see the 2018 Introduction to Engineering booklet.
• Bachelor of Laws – as a Law student, you will learn how to think critically, analyse complex facts and issues, and persuade by logical argument. For more information, see the 2018 Introduction to Law booklet.

Double degrees

It is possible to combine a commerce degree with other degrees; a Bachelor of Commerce and a Bachelor of Laws is a highly marketable combination.

The Bachelor of Commerce also combines well with the Bachelor of Arts, Bachelor of Science, Bachelor of Forestry Science and Bachelor of Engineering with Honours.

Normally you can complete the two degrees in five years, but some degree combinations may take longer.

Honours and master’s qualifications

The BCom(Hons) and Master of Commerce (MCom) have a strong emphasis on research-based teaching and can help you to enhance your business knowledge and differentiate yourself to employers.

If you are studying a non-commerce degree, consider extending your studies at UC with a taught (coursework-based) master’s degree such as the Master of Business Management.

In as little as one additional year, you will gain applied skills, knowledge and business acumen to fast-track you into business roles. The compressed timeframe of our programmes reduces the cost of completing further study and gets you into the workforce sooner. Plus internships and projects offer you the opportunity to apply the knowledge you gain in class to real organisations and build your business networks.

A master’s degree represents an advanced level of academic achievement and can result in a higher starting salary and more earning potential in the long run. A taught master’s degree can assist you to move into another job area different or related to your bachelor’s degree. For a list of postgraduate qualifications see page 29.

More information

If you are considering any complementary subjects or degrees, you should get advice from a Business School Student Advisor or the Liaison Office.

E: business@canterbury.ac.nz or liaison@canterbury.ac.nz

‘I feel like I have a “full package” deal. Ultimately I would like to be in a career where I utilise both degrees. The double degree also appeals as I got a good variety of work.’

Stew Whitehead
Bachelor of Commerce in Strategy and Entrepreneurship and a Bachelor of Laws Strategy and Business Development, Oritain, London
Certificates

Certificate in Commerce
This certificate is an option if you want to add commerce content alongside your degree, or do not want to study a full degree.

The certificate comprises four standard courses (a minimum of 60 points) from any course in the Commerce schedule, and can be completed in four years. Credit can be transferred to the Bachelor of Commerce (and some other degrees), provided you have not graduated with the certificate.

Certificate in Commerce – possible structure
Year 1
100 or 200 or 300 Level 100 or 200 or 300 Level 100 or 200 or 300 Level 100 or 200 or 300 Level

To study the certificate you must meet the entry requirements of the University.

Certificate in Commerce – subjects available
Accounting Information Systems Economics Management Finance Marketing

For more information on courses available for the Certificate in Commerce go to www.canterbury.ac.nz/courses

More information
UC Business School
T: +64 3 369 3888
E: business@canterbury.ac.nz
www.bsec.canterbury.ac.nz

Foundation Studies Certificate
UC International College (UCIC) offers pathways to undergraduate study at UC for international students who need to qualify for direct entry to the University bachelor degree programmes.

The Foundation Studies Certificate is a pre-degree preparation programme offered on campus. It runs full-time over two semesters with three intakes each year in February, June and October.

Successful completion of Foundation Studies Certificate is accepted for direct entry into the first year of all UC’s undergraduate degree programmes.*

Certificate in University Preparation
The Certificate in University Preparation (CUP) is a one-semester programme designed for students who do not meet the requirements for University Entrance or who have been out of study for a substantial period.

Students who successfully complete the programme will be eligible to apply for entry to 100-level degree courses at UC.

CUP Intakes are in February, June and November. CUP welcomes students who:
• have recently finished Year 13 programmes but missed University Entrance
• are under 20 and left school without University Entrance
• have been out of study for a number of years and want to refresh their study skills and obtain further background knowledge before beginning a degree programme
• are New Zealand or Australian citizens or permanent residents who are proficient in English.

The CUP programme helps students to develop the skills necessary for successful university study, including study and time management skills; oral and written communication skills; analytical, critical and problem solving skills; and interpersonal, group and teamwork skills.

The CUP programme is delivered in partnership with Hagley College. The core course BRDG 006 Academic Communication and Study Skills is delivered by Hagley College on their campus in the February and June intakes.

While it is desirable to complete the CUP full-time in one semester, it is possible to study part-time. Students who want to enrol in one or more CUP courses are able to do this by enrolling in a Certificate of Proficiency Preparatory (COP PREP).

CUP courses
The certificate comprises of four courses: BRDG 006 and three optional courses.

Programme structure and duration
The CUP programme helps students to develop the skills necessary for successful university study, including study and time management skills; oral and written communication skills; analytical, critical and problem solving skills; and interpersonal, group and teamwork skills.

The CUP programme is delivered in partnership with Hagley College. The core course BRDG 006 Academic Communication and Study Skills is delivered by Hagley College on their campus in the February and June intakes.

While it is desirable to complete the CUP full-time in one semester, it is possible to study part-time. Students who want to enrol in one or more CUP courses are able to do this by enrolling in a Certificate of Proficiency Preparatory (COP PREP).

CUP courses
The certificate comprises of four courses: BRDG 006 and three optional courses.

More information
UC Liaison
Freephone in NZ: 0800 VARSITY (827 748)
T: +64 3 364 2555
E: liaison@canterbury.ac.nz
www.canterbury.ac.nz/transitions/cup
UC's Business School has a strong focus on teaching and research excellence, rewarding students who achieve in their studies and fostering the highest standards.

Scholarships

We offer scholarships for high-achieving first-year Bachelor of Commerce (BCom) and Bachelor of Laws (LLB) students studying at UC. These scholarships are available to students at secondary school and will be awarded on the basis of candidates’ academic excellence, motivation, extracurricular participation and achievements.

Awards for Excellence

The College Awards for Excellence provide up to $5,000 towards the recipient’s tuition fees for the first year of study. The award may be granted for up to three years to recipients who pass all their courses and maintain a specified grade point average (maximum value $15,000 over three years). Two of the scholarships are reserved for students of Māori descent and two are reserved for students of Pasifika descent.

Young Enterprise Scheme (YES) Scholarships

There are two Young Enterprise Scheme (YES) Student of the Year scholarships for UC students within the South Island. One scholarship is reserved for a YES student from the Canterbury region.

The scholarships provide up to $5,000 towards first-year tuition fees for a student in their first year of study.

Applying for scholarships

Applications for first-year scholarships normally open in June and close mid-August, so make sure you check the UC Scholarships website for information and application details at www.canterbury.ac.nz/scholarships

Promoting academic excellence

We believe that knowledge creation and dissemination enables individuals to make positive changes to communities. In a fast-changing, global environment, we also recognise the need to develop resilient Business graduates with the skills and personal attributes required to drive innovation and sustainable growth within Christchurch, the Canterbury region, Aotearoa New Zealand and beyond.

Purpose

To provide a learning and research community that is:

• Internationally relevant, yet distinctively Aotearoa New Zealand
• Resilient, innovative and experiential
• Collegial and inclusive
• Engaged with our community and industry partners
• Globally aware.

Vision

We aspire to be:

• A place of learning for students and staff who want to build a better world.
• Ranked among the highest performing university business schools in Australasia and, for key areas, to be recognised globally for our pre-eminence.
• An integral component of the Canterbury region’s business and community eco-systems.
• Deeply connected with industry and research partners locally and globally.

Values

We value:

• Academic freedom, intellectual curiosity and innovation
• Integrity, ethical practice and sustainable development
• Diversity in the community of students and staff
• Biculturalism and the Treaty of Waitangi.
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Accounting

The study of Accounting covers a wide range of accounting practices and theories in a number of different contexts, providing a solid foundation for a successful professional career.

Accountants provide important financial and other information for key external groups such as owners, investors and regulators as well as assisting managers with insight that allows them to make organisational decisions. Alongside this, accountants verify the accuracy and reliability of financial information (auditing), assess risk and ensure taxation laws and rules are adhered to.

The subject is therefore divided into:

- financial accounting and reporting
- cost and management accounting
- auditing and assurance
- taxation
- other relevant areas, including sustainability reporting.

Why study Accounting at UC?

UC is ranked in the top 150 universities in the world in Accounting and Finance (QS World University Rankings by Subject, 2017).

The Bachelor of Commerce Accounting major is a pathway to external qualifications with Chartered Accountants Australia and New Zealand, CPA Australia, the Association of Chartered Certified Accountants (ACCA), and other professional accounting bodies internationally.

At UC you will study alternative perspectives on contemporary accounting. Students will learn about the modern, reflective role accountants can play in many spheres such as public and private, social, environmental, economic, political and cultural.

UC experts will help you answer the question of how the nature of the accountant’s work differs from other management and professional specialists, politicians and public officials.

Recommended background

While some previous study of accounting is useful preparation, it is not essential to have studied accounting at secondary school level. A background in statistics is recommended. However, accounting is not all number-oriented, and a good grounding in spoken and written English communication is essential.

Students with very good Year 13 results in accounting may be offered direct entry to 200-level Accounting courses at the discretion of the Head of Department of Accounting and Information Systems (ACIS).

100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Accounting are:

<table>
<thead>
<tr>
<th>Course code</th>
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<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ACCT 103</td>
<td>Accounting and Taxation: An Introduction</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics (a STAR course for secondary school students)</td>
</tr>
<tr>
<td>or ECON 105</td>
<td>Introduction to Macroeconomics</td>
</tr>
<tr>
<td>or ECON 199</td>
<td>Information Systems and Technology</td>
</tr>
</tbody>
</table>

For more information on courses beyond first year go to [www.canterbury.ac.nz/courses](http://www.canterbury.ac.nz/courses)
This means that the time between graduating from the BCom degree and taking the final exams for the professional qualification is the same whether you study for another year or work for a year. Further study or undertaking research studies in a specialist area may help you to differentiate yourself in the graduate job market.

Career opportunities

As a specialist in accounting you will be able to work in a variety of fields throughout your career. The most common positions are: Chartered Accountant, Accounting Manager, Auditor, Consultant, Credit Analyst, Manager or Executive, and Chief Financial Officer.

You can focus on a range of areas such as tax, audit, financial management, investment analysis, business services, company or treasury systems accountancy, government finance or third sector development work. UC Accounting graduates get work in a wide variety of roles around the world.

Many Accounting major graduates go on to become chartered accountants, through Chartered Accountants Australia and New Zealand, or become members of CPA (Australia) or the Association of Chartered Certified Accountants (ACCA). For membership of some of these professional bodies your Bachelor of Commerce degree must include specific courses. For details go to www.acis.canterbury.ac.nz/institutes or refer to the website of the relevant professional accounting body.

For further career information, please go to www.canterbury.ac.nz/careers

Contact
Department of Accounting and Information Systems
T: +64 3 369 3648
E: acis@canterbury.ac.nz
www.acis.canterbury.ac.nz

Business and Sustainability

BA (minor only), BCom (minor only)

Sustainability is about meeting the needs of today without adversely impacting the needs of future generations. It involves looking at the entire business process from manufacture to end user, whilst being more efficient, using cleaner production methods, maximising resources and minimising waste. For small businesses and large corporations, performance is no longer simply about economic profit – it encompasses corporate social responsibility (CSR) activities that reflect society.

Firms recognise that customers are choosing suppliers with environmental, social and cultural values and practices similar to their own. Organisations with sustainability strategies not only save money but benefit from an improved image and reputation through their social initiatives and corporate citizenship.

Why study Business and Sustainability at UC?

UC Business and Sustainability courses draw from various disciplines including environmental economics, sustainable tourism, operations and supply chain management, and corporate social responsibility. Our expert lecturers focus on modern notions of corporate performance (environmental, social, cultural), triple bottom line reporting, and understanding issues from ethical, global and multicultural perspectives.

Recommended background

All students who have entry to the University can study a BA or BCom from 100-level without previous study in the area. However, it is useful to have studied accounting, economics, business studies and mathematics (especially statistics) at school. A good standard of oral and written English is important.

An interest in sustainability can be illustrated in everyday actions such as reusing goods, recycling materials and minimising waste; as well as conserving energy and caring for our natural environment. Business and Sustainability attracts anyone who wants to make a genuine difference in the world we live in and look after it for future generations.

100-level courses

MGMT 100 Fundamentals of Management is a required course for this minor. It introduces you to the fundamental principles of management: planning, organising, leading and controlling. You will also gain an understanding of how organisations are linked to the New Zealand and global business environment.

200-level and beyond

Beyond first year, there are two required courses:

• MGMT 230 Business, Society and the Environment – analyse the changing responsibilities of business at organisation, national and global levels. Consider the impact of climate change, globalisation, and consumerism and identify ways in which business organisations respond ethically to the needs of society and the environment.

• MGMT 335 Special Topic: Business and Sustainability – examine business and sustainability theory, the implications for a business if it pursues sustainability goals, and measuring and monitoring sustainability in business, supply chains and related institutions.


For information on courses beyond first year go to www.canterbury.ac.nz/courses

Career opportunities

This subject provides a background for any career which requires a detailed understanding of sustainability and strategic business decisions involving social accounting, corporate reporting and stakeholder engagement. A minor in Business and Sustainability complements Commerce specialisations such as Accounting, Management, Operations and Supply Chain Management, Strategy and Entrepreneurship, as well as any other discipline that involves an organisation’s corporate social responsibility activities.

For further career information, please go to www.canterbury.ac.nz/careers

Contact
Department of Management, Marketing and Entrepreneurship
T: +64 3 369 3655
E: enquiry@mang.canterbury.ac.nz
www.mang.canterbury.ac.nz

Business Economics

BCom

Business Economics applies the tools and rigour of Economics to business situations. Students focus on a broad range of analytical and business skills and take courses that apply economic reasoning and insight to problems in business or the non-profit sector. The focus is on managerial economics and informed decision making.

By incorporating valuable skills from business disciplines in finance, accounting or management, graduates with a major in Business Economics will enhance their work-readiness and ability to engage and connect with the wider world.

Why study Business Economics at UC?

UC is the only New Zealand university to offer a pathway that combines Economics with at least one other commerce discipline in a formal major. The Business Economics major at UC combines knowledge of an academically rigorous discipline with skills that equip graduates to be work-ready. For example, the third-year capstone course ECON 310 Economic Thinking for Business has a strong community engagement emphasis. It looks at the application of economics with regard to incentives, opportunity cost, and constrained optimisation to actual business and real world problems. This sort of learning ensures that graduates can demonstrate the use of skills that employers demand and value. Students majoring in Business Economics can also take advantage of the Economics and Finance internship courses to further their work-ready skills in real businesses.

www.canterbury.ac.nz

E: enquiry@mang.canterbury.ac.nz

T: +64 3 369 3655

www.mang.canterbury.ac.nz

www.canterbury.ac.nz
Recommended background

While previous study of economics is useful preparation, it is not essential to have studied economics at secondary school level. The Business Economics major does not require mathematics.

A broad education, including history and English, is useful to develop the ability to write clearly and analyse written material.

100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Business Economics are:

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<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
</tbody>
</table>

Also recommended are:

- STAT 101, Statistics 1
- 1 Recommended FINC 101.
- Plus 30 points from 100-level Commerce or any other UC courses.

200-level and beyond

Students who wish to major in Business Economics are required to take:

- ECON 207 Intermediate Microeconomics – Households and Government
- ECON 208 Intermediate Microeconomics – Firms and Markets
- FINC 201 Business Finance
- ECON 214 Data Analytics for Business Economics or ECON 213 Introduction to Econometrics
- ECON 310 Economic Thinking for Business. This is a capstone project which integrates all of your business economics studies and features group projects, case studies and guest lectures by practitioners.

Further study

This major complements existing programmes within Commerce and acts as a direct pathway to some of UC’s Executive Development Programme postgraduate degrees. The addition of a Master of Business Management (MBM) can make for an attractive qualification bundle for those looking to enter the business and commercial world.

Career opportunities

Graduates in Business Economics are well prepared for employment in many areas of government and business, where it is recognised that an economist’s education provides valuable training for a professional career as well as good preparation for an executive, entrepreneurial or administrative career.

The inclusion of a second business discipline gives breadth to a degree that requires good analytical and problem solving skills.

Professional business economists are employed to conduct research and give advice on economic matters in various organisations such as government ministries and state-owned enterprises (eg, Treasury, Health, Social Development, Agriculture and Forestry, Foreign Affairs and Trade). Graduates also find work in marketing organisations, the Reserve Bank, Stats NZ, trading and merchant banks, stockbroking, insurance, trade commissions, local authorities, market research and other consultancies, and large businesses.

Those who are passionate about economics and education can also go on to teaching careers in schools or universities.

For further career information, please go to www.canterbury.ac.nz/careers

Contact

Department of Economics and Finance  
T: +64 3 369 3989  
E: economics@canterbury.ac.nz  
www.econ.canterbury.ac.nz

Bachelor of Commerce majoring in Business Economics – typical degree structure

<table>
<thead>
<tr>
<th>Year 1</th>
<th>ECON 104 or 199</th>
<th>ECON 105</th>
<th>ACCT 102</th>
<th>INFO 123</th>
<th>MGMT 100</th>
<th>STAT 101</th>
<th>Year 1</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100 Level</td>
</tr>
<tr>
<td>Year 2</td>
<td>ECON 207</td>
<td>ECON 208</td>
<td>ECON 213 or 214</td>
<td>FINC 201</td>
<td>200 Level</td>
<td>200 Level</td>
<td>Year 2</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100 Level</td>
</tr>
<tr>
<td>Year 3</td>
<td>ECON 310</td>
<td>ECON 300 Level</td>
<td>ECON 300 Level</td>
<td>ECON 300 Level</td>
<td>200 + 300 Level</td>
<td>300 Level</td>
<td>Year 3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100 Level</td>
</tr>
</tbody>
</table>

Each small block represents a 15-point course. However, some courses may be 30 points (or more).

A minor in Economics cannot be used as part of a major in Business Economics.

2 Recommended FINC 101.

Economics

BA, BCom, BSc, CertArts, CertCom, CertSc

Economics is the study of how people behave. Every day, people and society are confronted by choices. Should you go to university or start a career? What should you do with your next dollar? Should the government raise the minimum wage, or not? How do we address the big issues in the world such as poverty and climate change? Choices involve trade-offs where we are choosing between two things.

The outcomes of choices have both costs and benefits to consider. Economics is the study of how people and societies make such decisions in the production, exchange, distribution, and consumption of goods and services.

Why study Economics at UC?

UC is ranked in the top 200 universities in the world in Economics and Econometrics (QS World University Rankings by Subject, 2017).

At UC, students can specialise in Economics or study it alongside other disciplines. As Economics can be studied as part of an Arts, Commerce or Science degree, you can decide which combination suits your personal strengths and interests best. Common combinations include studying Economics with Finance, Political Science and International Relations, Psychology and Mathematics.

Students who wish to combine the study of Economics with another business discipline as part of a BCom degree may be interested in the Business Economics major.

There is a ‘compact study route’ available, which is a pathway for students looking to combine Economics with another major or another degree but who have little interest in postgraduate study in the subject. For more information visit www.econ.canterbury.ac.nz

The Department of Economics and Finance operates a consultancy project and internship programme where students have the opportunity to gain real world experience that enhances the valuable work-ready skills that an Economics degree provides.
Recommended background
While previous study of economics is useful preparation, it is not essential to have studied this subject at secondary school.

Students can major in Economics without having to take any mathematics. However, students who wish to keep open the option of progressing to postgraduate study in Economics are strongly advised to include calculus and statistics and modelling in their Year 13 programme.

A broad education, including history and English, is useful to develop the ability to write clearly and analyse written material.

Students with very good Year 13 results in economics may be offered direct entry to 200-level Economics courses at the discretion of the Head of Department.

100-level courses
The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Economics are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>or ECON 199</td>
<td>(a STAR course for secondary school students)</td>
</tr>
<tr>
<td>ECON 105</td>
<td>Introduction to Macroeconomics</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
</tbody>
</table>

Plus 30 points from 100-level Commerce or any other UC courses. Note that MATH 102 Mathematics IA is recommended if you intend to do postgraduate study in Economics.

For the complete, three-year BCom Economics major degree plan, go to www.bsec.canterbury.ac.nz/for/undergraduate/economics_major.shtml

200-level and beyond
Students who wish to major in Economics are required to take Intermediate Microeconomics and Intermediate Macroeconomics.
Econometrics is also required for postgraduate study. Your other course choices should be determined by your interests and strengths and there are a range of options to choose from.

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

Further study
Graduate courses in Economics may lead to an honours or master's degree in Arts, Commerce or Science. The doctoral degree (PhD) is by thesis. The honours programme provides the opportunity to explore both theoretical and applied economics in more depth.

Bachelor of Commerce majoring in Economics – typical degree structure

<table>
<thead>
<tr>
<th>Year 1</th>
<th>ECON 104 or 199</th>
<th>ECON 105</th>
<th>ACCT 102</th>
<th>MGMT 100</th>
<th>STAT 101</th>
<th>INFO 123</th>
<th>100 Level</th>
<th>100 Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 2</td>
<td>ECON 206</td>
<td>ECON 207</td>
<td>ECON 208</td>
<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>100 Level</td>
</tr>
<tr>
<td>Year 3</td>
<td>ECON 300 Level</td>
<td>ECON 300 Level</td>
<td>ECON 300 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>300 Level</td>
<td>300 Level</td>
</tr>
</tbody>
</table>

Students who wish to combine Economics and Finance may be interested in the Master of Applied Finance and Economics (MAFE).

Career opportunities
Graduates in Economics find employment in many areas of government and business, where it is recognised that an economist's education provides valuable specialist training for a professional career as well as good general preparation and background for an executive, entrepreneurial or administrative career.

The increasingly large volume of information available to decision makers has created a demand for people with well-developed quantitative analysis skills, such as those developed in econometrics.

Professional economists are employed to conduct research and give advice on economic matters in various organisations such as government ministries and state-owned enterprises (eg, Treasury, Health, Social Development, Agriculture and Forestry, and Foreign Affairs and Trade). Graduates also find work in marketing organisations, the Reserve Bank, Stats NZ, trading and merchant banks, stockbroking, insurance, trade commissions, local authorities, market research and other consultancies, and large businesses.

Those who are passionate about economics and education can also go on to teaching careers in schools or universities.

For further career information, please go to www.canterbury.ac.nz/careers

Finance
BCom, BSc, BA (minor only), CertCom, CertSc

Finance is a rapidly growing discipline that examines the acquisition and allocation of financial resources. Where financial accounting measures past performance, Finance as a discipline is forward-focused. It is largely about future planning for firms or investors.

Finance consists of three interrelated subject areas:

- corporate finance studies how firms raise and efficiently utilise funds obtained from lenders and shareholders
- financial markets and institutions explores how the financial system facilitates the transfer of funds from savers and lenders to borrowers
- investment analysis studies how investors choose securities and asset classes for their investment portfolios

All of these areas assess the trade-off between risk and reward and the valuation of financial and capital assets.

Why study Finance at UC?
UC is ranked in the top 150 universities in the world for Accounting and Finance (QS World University Rankings by Subject, 2017).

The Finance programme prepares students for a variety of jobs in the financial sector and business community. Extra opportunities while studying this subject at UC include:

- internships at a variety of organisations
- participation in case competitions such as the CFA (Chartered Financial Analysts) Institute Research Challenge
- preparation for the CFA exams. The Finance major at UC is part of the CFA Certified Financial Institute University Recognition Program. This means our degree programme incorporates at least 70% of the CFA Program Candidate Body of Knowledge (CBOK).

www.canterbury.ac.nz
This provides students with a solid grounding in the CBOK and positions them well to sit for the CFA exams to obtain the CFA qualification. The CFA Program provides a strong foundation of advanced investment analysis and real-world portfolio management skills that will give you a career advantage

- the option to obtain the PRM (Professional Risk Manager) qualification. Risk management skills are highly sought after, particularly since the global financial crisis.

See www.econ.canterbury.ac.nz for further information on these aspects of the programme.

### Recommended background

If you are intending to major in Finance you are recommended to include maths, statistics and modelling in your Year 13 programme. Although some previous study of accounting and economics can be useful preparation for the 100-level courses in these subjects, it is not essential to have studied them at secondary school.

Students with very good NCEA Level 3 results (or equivalent standard in another qualification framework) in mathematics and either economics or accounting may be offered direct entry to 200-level Finance courses at the discretion of the Head of Department.

#### 100-level courses

**Bachelor of Commerce**

The first-year courses required for a Bachelor of Commerce majoring in Finance are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
<td>100</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
<td>100</td>
</tr>
<tr>
<td>or ECON 105</td>
<td>Introduction to Macroeconomics</td>
<td>100</td>
</tr>
<tr>
<td>or ECON 199</td>
<td>(a STAR course for secondary school students)</td>
<td>100</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
<td>100</td>
</tr>
<tr>
<td>MATH 101</td>
<td>Methods of Mathematics</td>
<td>100</td>
</tr>
<tr>
<td>or MATH 102</td>
<td>Mathematics 1A</td>
<td>100</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
<td>100</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
<td>100</td>
</tr>
</tbody>
</table>

Plus 30 points from 100-level Commerce or any other UC courses.

Note: FINC 101 Personal Finance is strongly recommended.

For the complete, three-year BCom Finance major degree plan, go to www.bsec.canterbury.ac.nz/for/undergraduate/finance_major.shtml

**Bachelor of Science**

If you are completing a Bachelor of Science majoring in Finance you are required to take the following first-year courses:

### Bachelor of Commerce majoring in Finance – typical degree structure

**Year 1**

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
<td>100</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
<td>100</td>
</tr>
<tr>
<td>INFO 123</td>
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<td>100</td>
</tr>
<tr>
<td>MATH 101</td>
<td>Methods of Mathematics</td>
<td>100</td>
</tr>
<tr>
<td>or MATH 102</td>
<td>Mathematics 1A</td>
<td>100</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
<td>100</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
<td>100</td>
</tr>
</tbody>
</table>

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

**Further study**

Students who have graduated with good grades and appropriate 300-level courses are eligible to enrol for postgraduate study, eg, Bachelor of Commerce with Honours or Master of Commerce degrees. A number of students also progress to doctoral (PhD) study.

The Master of Applied Finance and Economics (MAFE) allows students to extend their studies in Finance and add complementary courses in Economics (some prerequisites apply). The MAFE emphasises a practical approach to examining problems encountered in the world of economics and finance, and provides you with specialist knowledge and analytical skills. There is some opportunity to undertake unpaid consultancy projects.

**Career opportunities**

Today it would be rare for a person to rise to the position of chief financial officer (CFO) without a strong grounding in both Accounting and Finance.

There are also many other career opportunities for Finance graduates, with typical jobs including: financial analyst, money market and foreign exchange dealer, loan analyst, equity analyst, risk analyst/manager, portfolio manager, financial planner, investment banker and small-business manager.

For further career information, please go to www.canterbury.ac.nz/careers

### Human Resource Management

**BCom, BA (minor only)**

If you are interested in people-related topics and learning about organisations, then Human Resource Management may well be the major for you. People are a vital part of organisations. Human Resource Management (HRM) involves attracting, developing and managing the human capital of organisations to ensure sustained competitive advantage.

Topics such as leadership, managing change, employment relations, learning and development, and communication are part of Human Resource Management.

**Why study Human Resource Management at UC?**

- In addition to learning about HR management, you can also take organisational behaviour subjects such as team dynamics, diversity management, ethics and corporate social responsibility, leading change and innovation, managing conflict and negotiations.
- HRM has an applied focus, where students work on assignments linked with real-world business challenges, as well as internships in local Canterbury businesses, such as PGG Wrightson, City Care, Canterbury District Health Board and Airways New Zealand.
• Human Resource Management is taught by a diverse group of academics from around the globe.

• Our teaching group was ranked second in New Zealand in the most recent Tertiary Education Commission 2012 PBRF Research Assessment.

• The HRM programme aligns closely with the competencies required for becoming a professional HR practitioner with the Human Resources Institute of New Zealand (HRINZ). Students are linked with the local HRINZ branch activities, as well as the HRINZ student ambassador programme which connects students with the HR community.

Recommended background

There are no formal requirements for those wishing to study Human Resource Management. An interest in human behaviour and social sciences (such as psychology, sociology and management) as well as a general interest in business, is advantageous.

Good communication skills, both written and interpersonal, are important. An understanding of statistics can also be useful.

100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Human Resource Management are as follows:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>or ECON 105</td>
<td>Introduction to Macroeconomics (a STAR course for secondary school students)</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
</tbody>
</table>

Plus another 45 points: 15 points must be 100-level Commerce, the remaining 30 points may be 100-level Commerce or any other UC courses.

200-level and beyond

The compulsory second year courses for the Human Resource Management major are on Organisational Behaviour (MGMT 206), Principles of Human Resource Management (MGMT 207), Principles of Leadership (MGMT 208) and Business, Society and the Environment (MGMT 230).

To major in HRM you need to complete four 300-level papers: Leading Change and Innovation (MGMT 301), Leading and Managing People: Essential Employment Frameworks (MGMT 303), Advanced Human Resource Management (MGMT 308), and Learning and Development in Organisations (MGMT 331).

Bachelor of Commerce majoring in Human Resource Management – typical degree structure

Year 1

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104</td>
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<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>MGMT 206</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>MGMT 207</td>
<td>Principles of Leadership</td>
</tr>
<tr>
<td>MGMT 208</td>
<td>Business, Society and the Environment</td>
</tr>
<tr>
<td>MGMT 230</td>
<td>Organisational Behaviour</td>
</tr>
<tr>
<td>100 Level</td>
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<tr>
<td>100 Level</td>
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<tr>
<td>100 Level</td>
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</tbody>
</table>

Year 2

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 301</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>MGMT 303</td>
<td>Principles of Leadership</td>
</tr>
<tr>
<td>MGMT 308</td>
<td>Business, Society and the Environment</td>
</tr>
<tr>
<td>MGMT 331</td>
<td>Organisational Behaviour</td>
</tr>
<tr>
<td>300 Level</td>
<td></td>
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<tr>
<td>300 Level</td>
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<tr>
<td>200 Level</td>
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<tr>
<td>200 Level</td>
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</tbody>
</table>

Year 3

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 301</td>
<td>Principles of Management</td>
</tr>
<tr>
<td>MGMT 303</td>
<td>Principles of Leadership</td>
</tr>
<tr>
<td>MGMT 308</td>
<td>Business, Society and the Environment</td>
</tr>
<tr>
<td>MGMT 331</td>
<td>Organisational Behaviour</td>
</tr>
<tr>
<td>300 Level</td>
<td></td>
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<tr>
<td>200 Level</td>
<td></td>
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<tr>
<td>200 Level</td>
<td></td>
</tr>
</tbody>
</table>

For the complete, three-year BCom Human Resource Management major degree plan, go to www.bsec.canterbury.ac.nz/for/undergraduate/human_resource_management_major.shtml

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

Further study

After graduating with a BCom, you can go on to the Bachelor of Commerce with Honours degree which requires a further two semesters of study, and the Master of Commerce (In Management) which requires a further 12 months of study and involves a research thesis.

A number of students also progress to doctoral (PhD) study.

Career opportunities

UC graduates are found in every kind of organisation.

As a human resources practitioner, you may work primarily in human resources departments and consulting companies, both in New Zealand and overseas. HR professionals can choose a generalist career, or specialise in areas such as recruitment and retention, performance or talent management, staff pay and rewards, learning and development, performance, coaching, and organisational change.

Careers as management consultants are also possible and graduates, particularly those with postgraduate degrees, may find this path very rewarding.

For further career information, please go to www.canterbury.ac.nz/careers

Information Systems

BCom, BA (minor only), CertCom

We live in an ‘Information Age’ where access to information, information systems and digital technology play a major role in organisations.

With information systems we can change how we work, how we communicate, and how we do business.

Information Systems (IS) is about how businesses use information technology to become smarter, better, faster, and achieve their strategic goals. IS enables businesses to create value, provide solutions to business problems, and use technology to innovate and create new opportunities. The subject of Information Systems addresses the design, development and delivery of solutions to business problems, and the management of IS projects, IS personnel and IS resources.

The distinction between Information Systems and other subjects

A Bachelor of Commerce in Information Systems takes a business perspective compared with Computer Science (Bachelor of Science) or Software or Computer Engineering (Bachelor or Engineering with Honours). For example, it examines how organisations may use and benefit from IT, and considers the role of new technologies in internet business and social media. Some IS courses focus on business issues such as IT management, business process management, business intelligence, and IT project management.

Students completing a BCom in Information Systems will take courses across a range of business disciplines, including Accounting, Economics and Management. These courses help IS graduates gain a broad understanding of the world of business. Thus they will be both ‘business savvy’ and ‘tech savvy’. This mix of skills means that IS graduates are more likely to become business analysts rather than software developers or system designers. IS graduates have a choice of highly paid and exciting careers.
Why study Information Systems at UC?

- UC is rated in the top 200 universities in the world in Computer Science and Information Systems (QS World University Rankings by Subject, 2017).
- At UC you can get work experience while you study – internships with local companies and group projects allow students to work on real-life projects and gain practical experience.
- IS students have their own computer lab to study and work together on assignments and projects.
- Our programme offers you great flexibility to combine the IS major with other subjects. There are three pathways you could consider for potentially different future career opportunities: a BCom major in Information Systems (or a BA minor in Information Systems); a BCom double major in IS and another Commerce subject (eg, Management, Accounting, or Strategy and Entrepreneurship); or a Bachelor of Commerce/Bachelor of Science double degree combination – see page 10 for double degrees).

Recommended background

No specific prior knowledge or experience is required for those wanting to study Information Systems. An interest in technology and how it is used on the job and in business is beneficial. Good English language skills, both written and spoken, is also important.

100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Information Systems are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
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<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
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<tr>
<td>or ECON 105</td>
<td>Introduction to Macroeconomics (a STAR course for secondary school students)</td>
</tr>
<tr>
<td>or ECON 199</td>
<td>INFO 123 Information Systems and Technology</td>
</tr>
<tr>
<td>INFO 125</td>
<td>Introduction to Programming with Databases</td>
</tr>
<tr>
<td>or COSC 121</td>
<td>Introduction to Computer Programming</td>
</tr>
<tr>
<td>or COSC 122</td>
<td>INFO 125 Introduction to Programming with Databases</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1 plus 30 points from 100-level Commerce or any other UC courses.</td>
</tr>
</tbody>
</table>

Further study

Postgraduate study can help you accelerate your career path, and open up career options that are not readily available to graduates with a BCom or BSc only. A BCom in Information Systems with good grades will allow you to enrol for a Bachelor of Commerce with Honours in Information Systems or a Master of Commerce.

Career opportunities

Information Systems is one of the fastest growing areas for study and employment. It is on the long-term skill shortage list for New Zealand and there is also a global shortage in this area, ensuring high demand and salaries for graduates. IS graduates have a good mix of business and technical skills and knowledge would be well-placed to take up these opportunities.

For IS majors there are many exciting career options: business analyst/consultant, business process analyst/consultant, business intelligence analyst, systems analyst, IS implementation consultant, IT project manager, IS manager.

IS expertise is marketable worldwide and can open the door to even more exciting and challenging careers. Many of our graduates are now in key positions all around the world including the UK, USA, Hong Kong and Australia.

Bachelor of Commerce majoring in Information Systems – typical degree structure

<table>
<thead>
<tr>
<th>Year 1</th>
<th>INFO 123</th>
<th>ECON 104 or 105 or 109</th>
<th>ACCT 102</th>
<th>MGMT 100</th>
<th>STAT 101</th>
<th>100 Level</th>
<th>100 Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 2</td>
<td>INFO 223</td>
<td>INFO 253</td>
<td>INFO 213 or 261 or SENG 201</td>
<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
</tr>
<tr>
<td>Year 3</td>
<td>INFO 300 Level or COSC 162</td>
<td>INFO 300 Level</td>
<td>INFO 300 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>300 Level</td>
<td>300 Level</td>
</tr>
</tbody>
</table>

Each small block represents a 15-point course. However, some courses may be 30 points or more.

For the complete, three-year BCom Information Systems major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/information_systems_major.shtml

200-level and beyond

Later courses provide a more detailed treatment of the topics introduced at 100-level. These include business systems analysis, data analytics and business intelligence, business process management, internet business and technology, systems development, accounting information systems, and web design and development. Options are also available that enable specialisation in areas of interest.

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

For further career information, please go to www.canterbury.ac.nz/careers

Contact

Department of Accounting and Information Systems
T: +64 3 369 3648
E: acis@canterbury.ac.nz
www.acis.canterbury.ac.nz

International Business

BCom, BA (minor only)

New Zealand organisations are becoming increasingly globalised and need well-prepared graduates able to operate with confidence in the international business environment. This major provides the opportunity to gain skills relevant for conducting business in a global, multicultural economy.

Why study International Business at UC?

You will study activities and transactions that involve:

• the crossing of borders both from the viewpoint of a firm and the individual
• decision making and management in cross-cultural settings
• how firms can configure their activities to achieve their owners’ objectives in an evolving operating environment
• the strategic and cross-cultural aspects involved in international business
• the market for foreign exchange, currency risk and hedging
• the viewpoint of a country, the reasons for and the welfare effects of international trade and trade policies such as tariffs and export subsidies.
You will also study an approved foreign language and/or culture course. International Business students are encouraged to spend a semester studying at an overseas partner university. This provides a great opportunity to learn about a different culture, gain insight into different business environments and practices, and form new contacts.

Recommended background
There are no formal requirements for those wishing to study International Business. An interest in social sciences such as psychology, sociology, political science, economics and education is advantageous as these areas are present in all areas of management.

Good communication skills, both written and interpersonal, are important. Those who have studied English to an advanced level at school will benefit from the skills they have developed. A sound understanding and previous study of statistics is also useful.

Former studies in a foreign language would be beneficial and allow the inclusion of more advanced language courses as part of this major. This would enhance your immersion in a language and culture, and make an exchange semester even more productive.

100-level courses
The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in International Business are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104 or ECON 199</td>
<td>Introduction to Microeconomics (a STAR course for secondary school students)</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>MKTG 100 or MATH 101</td>
<td>Principles of Marketing or Methods of Mathematics</td>
</tr>
<tr>
<td>or MATH 102</td>
<td>Mathematics 1A</td>
</tr>
<tr>
<td></td>
<td>30 points in a single subject from Chinese, French, German, Japanese, Russian or Spanish. These courses could be on language and/or culture.*</td>
</tr>
</tbody>
</table>

* Language and cultural courses
We recommend that if either English or Māori is your native language and you do not have prior exposure to a foreign language that you take language courses. You will be directed to the appropriate level of courses based on an assessment of your language ability. This will be carried out by the relevant language department. The selected language or cultural courses must be approved.

Native speakers of a foreign language are not permitted to take courses in that language/culture for credit towards the major.

Bachelor of Commerce majoring in International Business – typical degree structure

<table>
<thead>
<tr>
<th>Year 1</th>
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</thead>
<tbody>
<tr>
<td>ACCT 102</td>
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<tr>
<td>ECON 104 or 199</td>
</tr>
<tr>
<td>MATH or MKTG 100 Level*</td>
</tr>
<tr>
<td>MGMT 100</td>
</tr>
<tr>
<td>STAT 101</td>
</tr>
<tr>
<td>INFO 123</td>
</tr>
<tr>
<td>100 Level Language*</td>
</tr>
<tr>
<td>100 Level Language*</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year 2</th>
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<tbody>
<tr>
<td>ECON 222</td>
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<tr>
<td>FINC 201</td>
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<tr>
<td>MGMT 221</td>
</tr>
<tr>
<td>FINC, MGMT or MKTG 200 Level*</td>
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<tr>
<td>200 Level*</td>
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<tr>
<th>Year 3</th>
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<tr>
<td>FINC 344</td>
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<tr>
<td>MGMT 332</td>
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<tr>
<td>MGMT 344*</td>
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<tr>
<td>FINC, MGMT or MKTG 300 Level*</td>
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<td>300 Level</td>
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<td>300 Level</td>
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<td>300 Level</td>
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</tbody>
</table>

Finance and/or Marketing and Strategy pathways
There are at least four distinct pathways in the International Business major, depending on what you wish to specialise in and whether you want to take part in an international exchange.

1. If you wish to specialise in Finance with or without an international exchange you need to complete MATH 101 Methods of Mathematics or MATH 102 Mathematics IA.
2. If you wish to specialise in Marketing and Strategy with or without an international exchange you need to complete MKTG 100 Principles of Marketing.

For the complete, three-year BCom International Business major degree plan go to www.bsec.canterbury.ac.nz/course_advice/degree_plans.shtml

200-level and beyond
Later courses provide a more detailed treatment of the topics introduced at 100-level. These include international management, international entrepreneurship, and international marketing.

International exchange
During your first year, you are encouraged to apply for an international exchange, taken in Semester 2 of your second year. Courses credited from other universities will be complementary to the International Business major and allow progression.

You will need to apply by 1 July in your first year at UC. (Note: some applications are as early as 31 May.) For further information consult the interactive degree plans for the International Business major.

You are encouraged to go on exchange to a country whose language/culture you have studied. However, this may not be possible due to restrictions placed on the number of students that can go to a particular exchange university. You are not able to go on an exchange in your country of origin.

In some circumstances it may be best for you to go on your international exchange in your third year. In this situation, if you wish to complete your degree in three years, it is crucial to choose an exchange university that offers courses which are direct substitutes for the required third-year International Business major courses.

While only 30 points of language and cultural studies are required, further language and/or cultural studies would be highly beneficial.

Further study
Two further semesters of study is required for the Bachelor of Commerce with Honours degree. The Master of Commerce degree requires 12 months of study and involves a research thesis. A number of students also progress to doctoral (PhD) study.

Career opportunities
Graduates will have completed coursework covering financial accounting, marketing, microeconomics and international management. They will have specialised knowledge and an understanding of the international business environment. Graduates’ advanced theoretical and practical knowledge in International Business will prepare them well for higher-level employment opportunities or for entry into advanced research degrees.

Typical job opportunities include import/export agent, foreign currency investment advisor, foreign sales representative and international management consultant. Frequent employers include government departments, banks, import/export corporations, multinational manufacturers, consulting firms, international non-governmental organisations, electronics and transportation companies, and tourism and hospitality organisations.

For further career information, please go to www.canterbury.ac.nz/careers
Bachelor of Commerce majoring in Management – typical degree structure

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>MGMT 206</td>
<td>MGMT 301</td>
</tr>
<tr>
<td>ECON 104 or 199</td>
<td>MGMT 207</td>
<td>MGMT 344</td>
</tr>
<tr>
<td>INFO 123</td>
<td>MGMT or MKTG 200 Level</td>
<td>MGMT or MKTG 300 Level</td>
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<tr>
<td>MGMT 100</td>
<td>MGMT 100</td>
<td>MGMT 100</td>
</tr>
<tr>
<td>MKTG 100</td>
<td>MKTG 170</td>
<td>MKTG 170</td>
</tr>
<tr>
<td>STAT 101</td>
<td>STAT 101</td>
<td>STAT 101</td>
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<tr>
<td>100 Level</td>
<td>100 Level</td>
<td>200 Level</td>
</tr>
</tbody>
</table>

Course code | Course title
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ACCT 102 | Accounting and Financial Information
ECON 104 or 199 | Introduction to Microeconomics (a STAR course for secondary school students)
INFO 123 | Information Systems and Technology
MGMT 100 | Fundamentals of Management
MGMT 170 | Managerial Decision Making
STAT 101 | Statistics 1

Plus 15 points from 100-level Commerce or any other UC courses.

They start their careers in a wide range of trainee management, marketing or market research roles and advance into positions as business consultants, strategic business analysts and senior managers in the commercial, public and not-for-profit sectors.

For further career information, please go to www.canterbury.ac.nz/careers

Contact
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E: enquiry@mang.canterbury.ac.nz
www.mang.canterbury.ac.nz

Management
BCom, CertCom
The study of management involves learning how to get things done in an organised way through people. Managers are usually responsible for achieving results in an organisation. 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 (including human resources), strategic management and operations management. It aims to increase the understanding of the factors that influence the conduct of organisations and to provide you with tools and techniques, which you may use to influence organisational life.

Why study Management at UC?
• UC is ranked in the top 200 universities in the world in Business and Management Studies (QS World University Rankings by Subject, 2017).
• UC offers industry-relevant projects and interactive classes that cover a broad area of study.
• Management courses draw on other disciplines including Psychology, Media and Communication, Sociology, Economics and Statistics.
• Ideas and practices are applied to the understanding and management of both commercial and public sector organisations.

Recommended background
An interest in human behaviour and social sciences (such as psychology and sociology) as well as a general interest in business, is advantageous as these areas are present in all aspects of Management.

Good communication skills, both written and interpersonal, are important.

A sound understanding and previous study of statistics can be useful.

100-level courses
The first-year, 100-level courses required to be taken for a Bachelor of Commerce majoring in Management are:

For the complete, three-year BCom Management major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/management_major.shtml

200-level and beyond
At 200-level, management courses cover areas such as organisational behaviour, operations and supply chain management and marketing.
At 300-level, students will cover topics such as leading change and innovation, human resource management, strategic management, entrepreneurship and other specialist topics.
For information on courses beyond first year go to www.canterbury.ac.nz/courses

Further study
Two further semesters of study are required to complete the Bachelor of Commerce with Honours degree. The Master of Commerce degree requires 12 months of study beyond undergraduate level and involves a research thesis. A number of students also progress to doctoral (PhD) study.

Career opportunities
Management graduates are found in every kind of organisation.

Marketing
BCom, BA (minor only), CertCom
Our continuous exposure to advertising and sales pitches leads us to believe that marketing activities begin only when goods or services have been produced. But that is only the tip of the iceberg. Marketing is concerned with the analysis of customer needs and securing information needed to design and produce goods or services that match buyer expectations.

Strategic research methods, advertising and promotion, merchandising, sales, and management of products and services are utilised in the process, which applies to profit-oriented firms as well as not-for-profit sectors.

Why study Marketing at UC?
UC is the top-ranked Marketing department in New Zealand for research (the latest Tertiary Education Commission 2012 PBRF assessment) and our lecturers are regular recipients of teaching awards at UC.

Students are encouraged to get involved in annual UC-wide competitions such as entré for young entrepreneurs and communities such as the UC Centre for Entrepreneurship. Students regularly enter and succeed in inter-university business challenges too.
All these opportunities allow Marketing students to build their new product and service development, planning, project management and teamwork skills as well as gain real-world experience and make connections with businesses and the community.

Internships and company-related projects taken as part of your BCom count towards your degree and help enhance your résumé. Students have worked with a diverse range of organisations, such as Animates, Burgerfuel, Creatrix Ltd, Deep South Ice Cream, Golden Eagle Brewery, Harvey Cameron, Riccarton House, Top Hi-Fi and others.

Recommended background

There are no formal requirements for those wishing to study Marketing. An interest in human behaviour and social sciences such as psychology, sociology, political science and education is advantageous.

Good communication skills, both written and interpersonal, are important. Those who have studied English-rich subjects eg, English, classics, media studies to an advanced level at school will benefit from the skills they have developed.

A sound understanding and previous study of statistics is also useful.

100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Marketing are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
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</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
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<tr>
<td>ECON 104</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>or ECON 199</td>
<td>(a STAR course for secondary school students)</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>MKTG 100</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>Plus 30 points from 100-level Commerce or any other UC courses.</td>
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</tr>
</tbody>
</table>

For the complete, three-year BCom Marketing major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/marketing_major.shtml

200-level and beyond

Later courses provide a more detailed treatment of the topics introduced at 100-level. Options are also available that enable specialisation in areas of interest including: marketing research, consumer behaviour, advertising and promotion, retail marketing, services marketing and management, tourism marketing and management, behavioural change marketing, strategic marketing, customer experience, international marketing, and digital marketing.

Bachelor of Commerce majoring in Marketing – typical degree structure

**Year 1**

<table>
<thead>
<tr>
<th>Course code</th>
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<tbody>
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<td>ACCT 102</td>
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<td>Fundamentals of Management</td>
</tr>
<tr>
<td>MKTG 100</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>Plus 30 points from 100-level Commerce or any other UC courses.</td>
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**Year 2**

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
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<tbody>
<tr>
<td>MKTG 201</td>
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<td>MKTG 202</td>
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<tr>
<td>MKTG 204</td>
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<tr>
<td>MKTG 205 or 230</td>
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</table>

**Year 3**

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
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<tbody>
<tr>
<td>MKTG 300 Level</td>
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<td>MKTG 300 Level</td>
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<td>MKTG 300 Level</td>
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<tr>
<td>MKTG 300 Level</td>
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</tbody>
</table>

Each small block represents a 15-point course. However, some courses may be 30 points (or more).

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

Further study

Two semesters of further study is required for the Bachelor of Commerce with Honours degree. The Master of Commerce degree requires 12 months of study and involves a research thesis. A number of students also progress to doctoral (PhD) study.

Career opportunities

The marketing and business skills acquired at UC are relevant globally. A Bachelor of Commerce majoring in Marketing will open the door to an exciting, varied and fast-paced career in anything from advertising and promotion, brand management, product management, market research, retail management, marketing and communications, strategic marketing, direct marketing and sales and merchandising. Most of these jobs require a mix of quantitative, communication and interpersonal skills.

Marketing careers provide a lot of variety, since the roles and functions of marketers are constantly evolving as the business environment changes and a huge number of industries and organisation types the world over require marketers.

Graduates may enter the profession as marketing executives, officers, assistants or coordinators, with good graduates progressing to advisors, specialists and managers within a few years. Many marketing-trained staff end up in senior organisational roles of senior manager, director, chief officer, president or working independently as a consultant.

For further career information, please go to www.canterbury.ac.nz/careers

Operations and Supply Chain Management

BCom, BA (as a minor)

How do you make sure that people, money, materials and buildings are used efficiently across the whole organisation? How can you as a manager/planner ensure that your organisation is successful in achieving its goals? These are big questions and it is obvious that a broad number of skills are involved in such an important business role.

Operations and Supply Chain Management (OSCM) is applicable to most organisations and is concerned with the design, planning and management of all facilities, processes and activities required to transform resources into goods and services.

Operational managers control more than 70% of organisational resources (people, money, materials and buildings) used in the production of goods or in providing services.

Successful operations managers also need knowledge of marketing, human resource management and finance.

Why study Operations and Supply Chain Management at UC?

UC’s OSCM courses focus on issues such as operations strategy, performance management, supply chain management, procurement, product design, process design, planning, inventory management, project management, quality management and continuous improvement.

OSCM is beneficial for students who study disciplines such as Marketing, Human Resource Management, Finance, Information Systems, and Engineering. The flexibility of the Bachelor of Commerce makes double majors, as well as double degrees, possible. By adding OSCM to your studies, you can broaden your education and enhance the prospect of progress in your chosen career.

Contact

Department of Management, Marketing and Entrepreneurship
T: +64 3 369 3655
E: enquiry@mang.canterbury.ac.nz
www.mang.canterbury.ac.nz
For the study of OSCM, proficiency in statistics and modelling up to Year 13 is desirable.

For the first-year, 100-level courses required to complete a Bachelor of Commerce majoring in OSCM are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104 or ECON 105</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>ECON 199</td>
<td>(A STAR course for secondary school students)</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>MGMT 170</td>
<td>Managerial Decision Making</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>Plus 30 points from 100-level Commerce or any other UC courses</td>
<td></td>
</tr>
</tbody>
</table>

For the complete, three-year BCom Operations and Supply Chain Management major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/operations_management_major.shtml

Recommended background

For the study of OSCM, proficiency in statistics and modelling up to Year 13 is desirable.

Students also do well if they have an interest in solving problems and have good communication skills.

To specialise in this field some concurrent study in Management, Human Resource Management, Accounting and Information Systems is desirable.

100-level courses

UC offers a major and a minor in Operations and Supply Chain Management as part of the Bachelor of Commerce. You can also study this subject as a minor within the Bachelor of Arts.

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in OSCM are:

<table>
<thead>
<tr>
<th>Course code</th>
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<tbody>
<tr>
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<td></td>
</tr>
</tbody>
</table>

For the complete, three-year BCom Operations and Supply Chain Management major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/operations_management_major.shtml

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

200-level and beyond

There are a number of OSCM courses at 200 and 300-level which deal with various topics eg, operations strategy, project management, procurement, supply chain design, product design and quality management.

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

Career opportunities

Every organisation, whether a company or a not-for-profit organisation, has some operations function to it, so the skills acquired from OSCM study are widely applicable.

Operations and Supply Chain Management provides graduates with the skills and understanding to enable them to function as, for example, Supply Chain Managers, Production Planners, Operations Managers, Quality Managers, Project Managers, Procurement Managers, Business Analysts and Management Consultants. Many graduates are expected to rise to senior management levels.

Students in other disciplines often find it valuable to include some OSCM courses in their degree programme, as exposure to the principles of OSCM has become an assumed part of the training of quantitative social scientists as well as accountants, computer specialists and engineers.

For examples of jobs in this area, visit www.cips.org and for further career information, please go to www.canterbury.ac.nz/careers

Consultants. Many graduates are expected to create jobs in New Zealand or build community entrepreneurial capabilities.

A major in Strategy and Entrepreneurship is a useful companion to a technical degree as it adds a managerial way of thinking to technical competence.

Why study Strategy and Entrepreneurship at UC?

Entrepreneurship is one of the fastest growing majors internationally in universities with over 2,000 programmes globally. UC has an internationally recognised group of scholars in Strategy and Entrepreneurship who are active researchers and award-winning teachers. In addition, the Strategy and Entrepreneurship academics have an impact on government and industry, for example studying how Christchurch’s rebuild was most effectively accomplished by one coordinating super-organisation and whether business accelerators create jobs in New Zealand or build community entrepreneurial capabilities.

Graduates often find themselves in entrepreneurial roles, or working with businesses and the community through real-world experience and making connections.

Students at UC will be exposed to business at all levels from individually owned and run small businesses, to family business, to social enterprises and high-tech startups and large corporations using innovation to gain advantage.

A wide portfolio of classes in Strategy and Entrepreneurship allow students to develop their ability to recognise opportunities as well as core business skills of planning, project management and teamwork. Students gain real-world experience and make connections with businesses and the community through business case competitions.

UC is also home to the UC Centre for Entrepreneurship which runs the incubator Programme and Summer Startup Programme – where budding entrepreneurs can join a community of like-minded students and staff, access useful resources, learn how to set up a new business venture, gain experience or take on an internship.

Minor in Entrepreneurship

UC also offers a minor in Entrepreneurship, which allows Bachelor of Commerce (BCom) and Bachelor of Arts (BA) students to complement their major subject with study in a different discipline.

Bachelor of Commerce majoring in Operations and Supply Chain Management – typical degree structure

Year 1

<table>
<thead>
<tr>
<th>Course code</th>
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<tbody>
<tr>
<td>ACCT 102</td>
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A major in Strategy and Entrepreneurship is a useful companion to a technical degree as it adds a managerial way of thinking to technical competence.

Strategy and Entrepreneurship

BCom

Strategy and Entrepreneurship is the highest level of managerial activity, usually performed by a company’s chief executive officer and executive team. Strategy is the capstone function of business management. It deals with making decisions to create advantage and above-normal profits and provides overall direction to an enterprise. Entrepreneurship pertains to how to recognise, assess and exploit attractive opportunities using innovation, leveraging risk, and engaging in effective competitive action. Entrepreneurship refers to all aspects of setting up, running and growing new business ventures. Together, these disciplines help managers develop and grow businesses of any size (including new ventures).
This can increase breadth of knowledge at an undergraduate level and potentially, employability. For course details see the Regulations for the BCom at www.canterbury.ac.nz/regulations/award/bcom_regs.shtml

### Recommended background

There are no formal requirements for those wishing to study Strategy and Entrepreneurship.

Good communication skills, both written and interpersonal, are important. Those who have studied English-rich subjects eg, English, history, geography to an advanced level at school will benefit from the skills they have learned.

Sound analytical and numeracy skills are also important. An interest in business, and why firms succeed or fail, is advantageous.

### 100-level courses

The first-year, 100-level courses required to complete a Bachelor of Commerce majoring in Strategy and Entrepreneurship are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
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<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ECON 104 or ECON 199</td>
<td>Introduction to Microeconomics (a STAR course for secondary school students)</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>MKTG 100</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MGMT 170</td>
<td>Managerial Decision Making</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
</tbody>
</table>

Plus 15 points from 100-level Commerce or any other UC courses.

For the complete, three-year BCom Strategy and Entrepreneurship major degree plan go to www.bsec.canterbury.ac.nz/for/undergraduate/strategy_entrepreneurship_major.shtml

### 200-level and beyond

There is a wide range of classes to take in entrepreneurship covering topics including: innovation management, international entrepreneurship, entrepreneurship and new ventures, and social entrepreneurship. Strategy classes look at strategic management and strategy processes and practices.

For more information on courses beyond first year go to www.canterbury.ac.nz/courses

### Further study

Two semesters of further study is required for the Bachelor of Commerce with Honours degree in Management. The Master of Commerce (in Management) degree requires 12 months of study and involves a research thesis. A number of students also progress to doctoral (PhD) study.

#### Bachelor of Commerce majoring in Strategy and Entrepreneurship – typical degree structure

**Year 1**

<table>
<thead>
<tr>
<th>Level</th>
<th>ACCT 102</th>
<th>ECON 104 or 199</th>
<th>INFO 123</th>
<th>MGMT 100</th>
<th>MKTG 100</th>
<th>MGMT or MKTG 200 Level¹</th>
<th>STAT 101</th>
<th>100 Level</th>
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<tr>
<td>100</td>
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</table>

**Year 2**

<table>
<thead>
<tr>
<th>Level</th>
<th>MGMT 221</th>
<th>MGMT 223</th>
<th>MGMT or MKTG 200 Level¹</th>
<th>200 Level</th>
<th>200 Level</th>
<th>200 Level</th>
<th>100 Level</th>
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</thead>
<tbody>
<tr>
<td>200</td>
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<td>200 Level</td>
<td>200 Level</td>
<td>200 Level</td>
<td>100 Level</td>
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</tbody>
</table>

**Year 3**

<table>
<thead>
<tr>
<th>Level</th>
<th>MGMT 344</th>
<th>MGMT 345</th>
<th>MGMT 300 Level¹</th>
<th>300 Level</th>
<th>300 Level</th>
<th>200 Level</th>
<th>200 Level</th>
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</thead>
<tbody>
<tr>
<td>300</td>
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<td>300 Level</td>
<td>300 Level</td>
<td>200 Level</td>
<td>200 Level</td>
</tr>
</tbody>
</table>

¹ Select 30 points from MGMT 206, MGMT 210, MGMT 270, MKTG 201.
² Select 30 points from MGMT 342, MGMT 344, MGMT 345.

Each small block represents a 15-point course. However, some courses may be 30 points (or more).

### Further study

Two semesters of further study is required for the Bachelor of Commerce with Honours degree in Management. The Master of Commerce (in Management) degree requires 12 months of study and involves a research thesis. A number of students also progress to doctoral (PhD) study.

#### Career opportunities

Whether you want to specialise in strategy, take over a family business, create a social enterprise to solve an unmet human need, work in government policy, become a venture investor, manage a large corporation or even start your own business one day – UC Commerce programmes reflect the latest research and business applications to give you a flying start in whatever career you choose.

UC’s real-world focus on internships, competitions, entrepreneurship, and community involvement gives you a taste of the excitement and opportunity of working at the top end of business innovation and leadership.

Graduates start their careers in a wide range of positions as business consultants, strategic business analysts, and senior managers in the commercial, public and not-for-profit sectors.

For further career information, please go to www.canterbury.ac.nz/careers

### Taxation and Accounting

#### BCom

Taxation is much more than interpreting and applying legislation. Societies need taxation in order to redistribute wealth, to provide for expenditure on public goods and services, as well as serve as a tool to influence behaviour.

Taxation is a core area within the broader fields of accounting and law, drawing together concepts from these disciplines, with those from economics. More recently, knowledge and theories in a number of other disciplines, such as psychology and sociology, have been applied to assist with a greater understanding of the impact of taxation on society.

Chartered Accountants Australia and New Zealand recognise the importance of studies in taxation, with courses containing taxation content included in their ‘core’ and ‘accounting and/or business related’ academic requirements. Studying taxation will equip you with the skills and knowledge to become a taxation specialist within the accounting profession, a commercial professional or a chartered accountant.

#### Why study Taxation and Accounting at UC?

UC is ranked in the top 150 universities in the world in Accounting and Finance (QS World University Rankings by Subject, 2017).

A Bachelor of Commerce (BCom) majoring in Taxation and Accounting is a pathway to external qualifications and membership of CPA Australia, Chartered Accountants Australia and New Zealand, the Association of Chartered Certified Accountants (ACCA), and other professional accounting bodies internationally.

### Contact

Department of Management, Marketing and Entrepreneurship
T: +64 3 369 3655
E: enquiry@mang.canterbury.ac.nz
www.mang.canterbury.ac.nz
Taxation courses are taught by staff at UC who have been formally recognised as excellent teachers, and guest lectures from leading professionals are incorporated to enable a wider appreciation of tax issues faced in practice.

The courses provide a balance of legal, accounting and practical perspectives that provide a thorough preparation for a professional career. Students are introduced to academic and practice-informed research into current tax issues by the third year.

Minor in Taxation
UC also offers a minor in Taxation, which allows BCom and Bachelor of Arts (BA) students to complement their major subject with study in a different discipline. This can increase breadth of knowledge at an undergraduate level and, potentially, employability. For course details see the Regulations for the Bachelor of Commerce at www.canterbury.ac.nz/regulations/award/bcom_regs.shtml

Recommended background
While some previous study of accounting is useful preparation, it is not essential to have studied accounting at secondary school. Competence in spoken and written English communication is essential for both taxation and accountancy studies.

With the growing importance and use in accountancy of mathematical methods and statistical tools, a background in mathematics and statistics is strongly recommended for Taxation and Accounting majors.

Students with very good Year 13 results in accounting may be offered direct entry to 200-level Accounting courses at the discretion of the Head of Department of Accounting and Information Systems.

100-level courses
The first-year, 100-level courses required in order to complete a Bachelor of Commerce majoring in Taxation and Accounting are:

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
</tr>
<tr>
<td>ACCT 103</td>
<td>Accounting and Taxation: An Introduction</td>
</tr>
<tr>
<td>ACCT 152 or LAWS 101</td>
<td>Law and Business Legal System: Legal Method and Institutions</td>
</tr>
<tr>
<td>ECON 104 or ECON 105 or ECON 199</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
</tbody>
</table>

Other Commerce courses

ECON 104
ACCT 103
ACCT 152 or LAWS 101
ECON 104 or 105 or 109
INFO 123
MGMT 100
STAT 101
100 Level

Bachelor of Commerce majoring in Taxation and Accounting – typical degree structure

Year 1

<table>
<thead>
<tr>
<th>Course code</th>
<th>Course title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 102</td>
<td>Accounting and Financial Information</td>
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<td>Law and Business Legal System: Legal Method and Institutions</td>
</tr>
<tr>
<td>ECON 104 or ECON 105 or ECON 199</td>
<td>Introduction to Microeconomics</td>
</tr>
<tr>
<td>INFO 123</td>
<td>Information Systems and Technology</td>
</tr>
<tr>
<td>MGMT 100</td>
<td>Fundamentals of Management</td>
</tr>
<tr>
<td>STAT 101</td>
<td>Statistics 1</td>
</tr>
<tr>
<td>Plus 15 points from 100-level Commerce or any other UC courses. If LAWS 101 is studied instead of ACCT 152 (as above) these 15 points are not required as LAWS 101 is a 30-point course and ACCT 152 is a 15-point course.</td>
<td></td>
</tr>
</tbody>
</table>

If you are planning to major in Taxation and Accounting you should take ACCT 102 and ACCT 103 in your first year. ACCT 152 or LAWS 101 should be taken preferably in your first year of study but may be taken in your second year of study.

For Chartered Accountants Australia and New Zealand membership, both ECON 104 (or ECON 199) and ECON 105 are required, as are ACCT 152 (or LAWS 101), INFO 123 and ACCT 103 at 100-level. The Association of Chartered Certified Accountants (ACCA) also have requirements which can be referenced – refer to www.acccaglobal.com

For the complete, three-year BCom Taxation and Accounting major degree plan go to www.bsec.canterbury.ac.nz/course_advice/degree_plans.shtml

200-level and beyond

Later courses provide a more detailed treatment of the topics introduced at 100-level. At the conclusion of ACCT 254 Introduction to Taxation you will have a working knowledge of income tax (income and deductions), the goods and services tax (GST) and fringe benefit tax. You will also understand the concepts of residence and source, and aspects of tax administration.

Courses at 200-level build on the foundations laid in earlier study, considering a range of topics including tax planning, avoidance and evasion, international taxation, taxation of investments, company taxation, ethics, tax policy, taxation of land sales, taxation of charities, and further aspects of tax administration and compliance. For more information on courses beyond first year go to www.canterbury.ac.nz/courses

Further study

Once you complete your BCom with good grades in 300-level Accounting courses, you are eligible to enrol in the Bachelor of Commerce with Honours or Master of Commerce. An honours or master’s degree will help you distinguish yourself in the marketplace.

If you have further academic ambitions, the next step is a Doctor of Philosophy (PhD).

Career opportunities

As a specialist in Taxation and Accounting you will be able to enter a variety of organisations, for example as a taxation specialist or accountant in chartered accounting firms, accountancy practices, government organisations (including Inland Revenue and the Treasury), business and commercial enterprises, non-profit organisations, banking and financial services, management consultancies, education organisations, law firms and obtain interesting, well-paid work around the world.

Many Taxation and Accounting students aspire to become chartered accountants through Chartered Accountants Australia and New Zealand, CPA Australia or the Association of Chartered Certified Accountants (ACCA). For this membership your BCom degree must include specific courses. For further details contact the Department of Accounting and Information Systems or go to www.acis.canterbury.ac.nz/institutes

For further career information, please go to www.canterbury.ac.nz/careers

Contact

Department of Accounting and Information Systems
T: +64 3 369 3648
E: acis@canterbury.ac.nz
www.acis.canterbury.ac.nz

26 2018 Introduction to Business
How do majors and minors work?

BCom students can specialise in two areas, with a major and minor or with two majors.

**With a major and a minor subject**

The BCom gives you the option of completing a minor in a subject from the BCom degree schedule or Bachelor of Arts (BA) degree schedule. If you enjoy humanities subjects at high school or have an interest in studying something new, the BCom allows you to complement your major subject with study in a different discipline (called a ‘minor’).

A BCom minor can increase breadth of knowledge at an undergraduate level, and potentially employability. So why not take on a foreign language, Psychology or any other minor, to add another string to your bow? Choose from the list of Arts subjects.

**Arts minor subjects**

Students doing a Bachelor of Commerce (BCom) can now add a minor subject to their degree from the list of Bachelor of Arts minors.

- Anthropology
- Art History and Theory
- Chinese
- Cinema Studies
- Classics
- Cultural Studies
- Digital Arts, Humanities and Social Sciences
- Economics
- Education
- English
- English Language
- European and European Union Studies
- French
- Geography
- German
- History
- Human Services
- Japanese
- Linguistics
- Māori and Indigenous Studies
- Mathematics
- Media and Communication
- Music
- Philosophy
- Political Science and International Relations
- Professional and Community Engagement
- Psychology
- Russian
- Sociology
- Spanish
- Statistics
- Te Reo Māori.

For more details, see the 2018 introduction to Arts booklet.

**With two majors (a double major)**

The BCom first year at UC is the most flexible in New Zealand. This means we can keep a number of different options open for you, including a double major where you specialise in two subjects. In a lot of cases this may take the same amount of time as a single major and our Student Advisors are able to help plan your study programme so you keep on track to graduate.
 Commerce clubs and societies

UC prides itself on its student experience and our clubs and societies play a huge part in this. From student-run companies like entré through to clubs like UCom, business students are well served.

entré
entré is a not-for-profit UC company, run by students for all tertiary students in the Canterbury region.
entré aims to foster an entrepreneurial spirit, to encourage innovation and creativity, and to educate students in the basic elements of business development. entré hosts competitions, workshops and networking events, including entré for lunch seminars. These seminars are designed to cover the basic knowledge essential to an entrepreneur and are presented by industry experts. Each seminar provides relevant and practical knowledge for students endeavouring to enter the business world.
So, whether you are in Commerce, Engineering, Arts, Law, Science or Education – entré offers something for everyone.

www.entre.canterbury.ac.nz

UCom
UCom is one of the largest and most established clubs on campus with a strong focus on social, academic and industry areas.
UCom has an award-winning social calendar, academic support throughout the year as well as skills sessions and numerous opportunities to meet industry professionals. Our year includes, but is not limited to, events such as BBQ’s, concerts, and the Annual UCom Ball.
We provide academic tutorials, opportunities to connect with industry leaders and skills sessions to help improve your CV.

www.facebook.com/ucomsociety

AccSoc

The UC Accounting Society (AccSoc) aims to enhance the student experience of all accounting students and others who are interested in accounting.

AccSoc offers career development enhancement through a range of workshops and tutorials, combined with the opportunity to connect with others, build confidence and develop those all-important soft skills through a multitude of social events.

www.facebook.com/accsoccanterbury

180 Degrees Consulting

180 Degrees Consulting is the world’s largest student-driven consultancy, with operations in 81 universities spread over 33 countries. Each semester they train and support teams of students as they carry out projects to help charities and not-for-profit organisations achieve a greater social impact. Organisations are assisted in the development of innovative, sustainable and practical solutions. Our students build their graduate profile and make meaningful contributions to society, while developing valuable skills under the guidance of industry mentors.

www.180dc.org/branch/canterbury

Information Systems Society

The Information Systems Society aims to provide students with a channel to learn about potential career opportunities and pathways, connect with relevant professionals and industries and develop a strong network within our own discipline. Our aim is to provide a yearly careers expo, regular social activities and tutoring.

www.facebook.com/InfoSocietyUC

Investment Society

The Investment Society was established in 2014 to promote the role that investing can play in your financial future. Our broad range of events include Invested Interests seminars, which host some of New Zealand’s top business leaders from a wide range of backgrounds. The Stock Portfolio challenge provides an opportunity to put skills learnt at our Investor Basics seminars to the test, and the Valuation Competition will allow you to learn about a fundamental aspect of corporate finance.
Whether you are looking at a career in finance or to gain new knowledge about investing, membership of the Investment Society is something you don’t want to miss!

www.facebook.com/theucinvestmentsociety

Global China Connection (GCC)

Global China Connection (GCC) Canterbury is a not-for-profit, non-partisan organisation for UC students of all nationalities looking to engage in China’s emergence as a global economic power. GCC aims to inspire students to pursue professional and networking opportunities and to help them succeed in a world increasingly connected to China. GCC holds events and programmes that are engaging, relevant and fun for students, including the popular Lingo Swap language sessions, Shanghai Shout Internship Challenge, See Me Live Challenge, and the China Talk Series.

www.gcccanterbury.co.nz

‘I was on the UC Accounting Society Executive and loved contributing to this. Take the opportunities that lecturers set up for Commerce students, such as networking events and employers visits, they are gold when applying for graduate jobs.’
Fraser Howard
Bachelor of Commerce in Marketing
Master of Professional Accounting
Graduate Accountant, Walker Davey Searells Ltd

2018 Introduction to Business
I wanted to boost my CV before entering the professional world. The MAFE focuses on building up practical skills which definitely will help me to adapt to the working environment easily.

Beini Guo
Bachelor of Commerce in Economics and Finance
Studying towards a Master of Applied Finance and Economics
Analyst, Murray & Co

Why undertake further study at UC?

- Our academic staff are highly regarded teachers and researchers. Many have been recipients of teaching awards both at UC and nationally.
- UC’s research in Marketing is ranked first among all New Zealand’s universities and UC is in the top two universities nationally for research in Management, Accounting and Finance (the latest Tertiary Education Commission PBRF Assessment 2012).
- Every year the School hosts a number of international experts, through the renowned Erskine Fellowship programme. These experts teach students at all levels and contribute to the research culture of the school. Similarly, academic staff from the School often engage in research overseas, collaborating with national and international partners.
- The School's strong links with industry provide you with the opportunity to attend guest lectures and presentations by business leaders, managers, corporate and community representatives.

Accreditation

The UC Business School is accredited by the Association to Advance Collegiate Schools of Business (AACSB), placing it in the top five percent of business schools worldwide.

The MBA programme is fully accredited by the Association of MBAs (AMBA), confirming UC's commitment to international benchmarking of its postgraduate business programmes.

Subject areas

<table>
<thead>
<tr>
<th>Subject</th>
<th>Honours</th>
<th>Master’s</th>
<th>PhD</th>
<th>PG Cert</th>
<th>PG Dip</th>
<th>Grad Dip</th>
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<td>Accounting</td>
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*A This subject is studied under the Graduate Diploma in Commerce.
** Subject to Universities New Zealand CUAP approval, due August 2017.
Study tours and exchanges

Photo: UC students exploring the Ancient Town area of Hangzhou during the 2016 MGMT 228 Chinese Business Practices and Culture study tour.
International experience is an excellent complement to business study. The UC Business School offers you a number of options to make global connections.

**International exchange programmes**

The UC Exchange Programme allows students to study for one or two semesters at an overseas university. Courses taken at an international partner institution can be credited towards your UC degree.

Why go on an international exchange?

- It is an unparalleled opportunity to meet like-minded people and make lifelong friends.
- It is the perfect way to experience a different culture and improve your foreign language skills.
- Being exposed to different teaching styles will enhance your learning.
- An international exchange will look great on your CV.
- It is a life-changing experience that will benefit your personal and professional development.

UC has over 60 partner universities around the world. Most of these are open to Bachelor of Commerce students. Our Commerce partners were chosen because they offer:

- a great selection of courses in a wide range of Commerce subjects
- courses in English, so you will be able to study with limited or no knowledge of the local language.

You can go on an international exchange as early as the second semester of your second year of studies. However, you need to apply a year in advance. For most UC international exchanges, applications close on 1 July, but some are as early as 31 May (e.g., University of California, University of Washington).

UC looks for applicants who will be good ambassadors and with a clear sense of purpose for going on an international exchange. Applicants should also have a good academic record, preferably at least a B average.

For more information about Commerce exchanges, please visit www.bsec.canterbury.ac.nz/exchange_programme

**MGMT 228 study tour to China**

MGMT 228 offers students an opportunity to study Chinese business practices and culture, and interact with Chinese students and businesses. The study tour is open to anyone who has completed a year of study at UC and at least two Bachelor of Commerce courses.

The tour starts with an orientation week where students learn about and research business in China. In China, UC students spend three weeks attending classes on management, economics and Chinese language, arts and culture at Zhejiang Gongshang University (ZGU).

At the end of the ZGU visit, the group travels to Shanghai to visit international firms. Past visits have included Fonterra, The Warehouse, Tetra Pak, Zespri and Formica. Students will have an excellent opportunity to learn more about primary industry in China and doing business in China from the experts themselves.

This course is limited entry. The maximum enrolment is 30 students each year.

For more information, visit www.bsec.canterbury.ac.nz/international-business/mgmt228.shtml

‘One of our group’s tasks was to research the dairy industry and dairy habits in China. It was fun as we got to learn about business practices in China as well as interact with the locals. I would recommend it to other students looking to do something out of the ordinary at university.’

Zhe Kwan
Bachelor of Commerce in Finance and a Bachelor of Laws
Solicitor, Community Law Canterbury
Who can help me with my entry and enrolment into a BCom?
For pre-enrolment advice and admission information contact the Liaison office. Information can be found at www.canterbury.ac.nz/liaison or email liaison@canterbury.ac.nz

How do I get specific advice about a BCom degree?
For specialist course advice and information in relation to a Commerce degree you should see a student advisor. Appointments can be made at www.bsec-studentadvisor.canterbury.ac.nz or you can email them at business@canterbury.ac.nz
At various times in the year the student advisors also hold drop-in sessions.
For further information visit www.bsec.canterbury.ac.nz/course_advice

Do I have to take only 100-level courses in my first year and 200-level courses in my second year etc?
No. You can take more advanced courses once you have passed the prerequisite courses so, for example, you could take 200-level courses in the second semester of your first year. Similarly, you may choose to postpone some 100-level or 200-level courses to later years of study.

I’m interested in management, what courses can I take?
MGMT 100 is the first-year course in management. It introduces you to the fundamental principles of management related to planning and organising economic and human resources to accomplish goals. It covers decision making, leadership and communication. From there you take courses specialising in human resource management, operations and supply chain management, strategic management and entrepreneurship.

I didn’t study accounting and/or economics at school and see these are compulsory courses in the BCom. Will I struggle with these?
The accounting course looks at material that is not covered in Year 13 accounting and so this course is taught as though students have not taken accounting at school. The two Economics courses are also taught from a beginner level.

Do I need to take calculus in the BCom?
There are some majors in the BCom where students need to take a calculus course. It is helpful for Finance; and is required for postgraduate Economics. If you have not taken calculus at school and need it as part of your major, we offer an introductory calculus course which can help prepare you for the course you might need.

Can I include some other subjects in my BCom?
Yes. The BCom is very flexible and students can choose to enhance their knowledge within other commerce subjects, or look to complement their degree with other non-commerce subjects (eg, Media and Communication, languages, or Psychology). From 2017, BCom students will have the option of completing a minor in a selection of subjects from the BA – see page 27.

I’m interested in e-commerce, what courses can I take?
Information Systems includes courses such as Internet and Business Technology, Web Design and Development, Business Intelligence Systems for Organisations, and Business Process Management. Marketing includes a course on Digital Technology that gives an overview of online, digital, internet and social media marketing techniques and practices.

What subjects should I take at high school?
It is useful to have studied accounting, economics, business studies and mathematics (especially statistics) at school. However, provided you have entry to the university, all BCom courses can be started at 100-level without prior subject knowledge. If you have achieved top results in accounting and/or economics at school you may be eligible for direct entry to some 200-level courses. For all courses you will need good written and spoken English.

What STAR courses can I do at UC?
The UC Business School offers a number of Secondary Tertiary Alignment Resource (STAR) courses to secondary school students in accounting, economics (including an ECON 199 distance course), information systems, management and marketing. Talk to your school STAR coordinator or visit www.canterbury.ac.nz/future-students/qualifications-and-courses/transition-programmes/star-programme
2018 Introduction to...

This is one of seven introduction publications available for prospective students considering which area to study. Download one or all at www.canterbury.ac.nz/publications

2018 Undergraduate Prospectus

For an overview of life and study at UC, including details on accommodation, admissions, student support and study options, download our 2018 Undergraduate Prospectus at www.canterbury.ac.nz/publications