



Management

Leadership + enterprise

“Every day I leverage my university-learned skills to understand and influence customer decisions, track budgets, manage and influence staff, and perform to my best. The material taught by the department is world leading and applicable in the real world.”

Sam Kuperus BCom, PGDipCom, BA
Gen-1

Great leaders, great entrepreneurs, great business people, even great bosses, all have one thing in common – great management skills!

These skills are used in everything we do, and in every type of job. If you're a “people person”, a long-term planner, a deep and meaningful thinker, or a process-oriented person studying Management at Otago will equip you with skills and knowledge that will kick-start your career, or help you advance up the corporate ladder.

Management at Otago is focused on Leadership, Communications, Employment Relations, Human Resource Management, Organisational Behaviour, Entrepreneurship, International Management, Strategy and Innovation, Operations Management, and Organisational Theory.

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Why study Management?

Even if you end up as a surgeon, rock-star, business consultant, or fighter pilot, your career will surely involve working in organisations. In any job your effectiveness will depend on how adept you are at understanding the organisation you work in, and your ability to accomplish goals and objectives. You will also need a good understanding of how people behave in organisations, of power and influence, and of the nature of leadership.

Organisations are among the most fascinating phenomena you can study. If you can understand your organisation better, you can make it work for you.

New Zealand is one of the smallest, most isolated countries on earth. For that reason, we work extra hard at connecting to the global economy. If you wish to understand more about how to effectively conduct business in a national context, plus learn about the global business system and the giant global corporations that run it, then Management at Otago should be your number one choice.

Maybe you aim to be your own boss – self-employed, an entrepreneur, or head your own company. These are the people who most need the models, insights, and answers we have to offer.

Background required

There are no formal prerequisites needed to study Management at 100-Level. Because of the importance of communication to organisational life, NCEA English is a useful background subject.

Careers in Management

Our graduates can be found in a range of jobs in private business, not-for-profit organisations, government agencies, health care providers, applied science and technology companies, arts and leisure management companies, while others form their own entrepreneurial start up companies.

Often students will complement their Management degree with another degree, major or minor such as Arts, Law or Science, enhancing their career prospects and marketability to employers.

Recent graduates have gained the following jobs:

- Project Manager
- Solicitor
- Marketing Research Analyst
- Employment Advocate
- Retail Customer Experience Specialist
- Marketing Communications Manager
- Strategy & Operations Analyst
- Consultant & IT Recruitment
- HR Consultant
- Lecturer

Recent employers include:

- Telecom
- Shell/Z
- Westpac
- Mainfreight
- Ernst & Young
- Fonterra
- Deloitte

Student exchange

The University of Otago has exchange agreements with more than 90 institutions in over 30 countries. If your marks average B or better, you may qualify to attend one of these institutions for one semester or for a year. You pay only your New Zealand fees and complete your qualification within the same timeframe as if you'd never been away.

Commerce students are also encouraged to participate in one of the more than 50 specific business exchanges the School of Business offers.

Management at Otago

Management is a major in the Bachelor of Commerce, a three year programme. At Otago, we add our own perspectives to the study of management and organisations offering you insights to a wide range of management and business disciplines. You will learn what it means to be a manager and how to apply managerial principles.

100-Level: As part of your Management major you will study BSNS 105 (Management and Organisations). This is a foundation for all the areas of Management:

- Business Communications
- Employment Relations
- Entrepreneurship
- Human Resource Management
- International Management
- Leadership
- Operations Management
- Organisational Behaviour
- Organisational Theory
- Strategy and Innovation
- Supply Chain

Double major/degree options

Many students do a double major or double degree, such as a BCom in Management and a Bachelor of Laws. Other students choose to study Management papers to enhance their other degrees, or other Commerce majors. No matter what degree you're studying, Management studies will help you apply your skills and be influential in the organisations where you work.

Secret to success

Management is a great subject on its own, but essential as a complement to any other major or degree.

PROFILE

Nick Donald BCom, PGDipCom
Strategy and Operations Analyst – Deloitte

Nick Donald decided a Management Major would provide the best prospects for post-graduate work, but was surprised to discover the opportunities it also provided while he was studying.

"Otago has a well-deserved reputation for producing a different breed of graduate, who is both technically capable but also possesses social and team working skills," recalls Nick. "These skills have proven particularly important in my chosen industry."

His first job after graduating was as a Strategy and Operations Analyst in Deloitte's consulting service line. He helps businesses solve their most complex and pressing issues using a number of analytical methods, including participating in client workshops, developing deliverables, and both qualitative and quantitative analysis.

"A Management Major offers a wide range of opportunities for students willing to work hard. The group-based activities provided in several Management papers provided particularly valuable skills, especially the business case

development and negotiation exercises in the International Management and Negotiation papers."

He also relished the critical thinking and analysis of fundamental organisational concepts offered by the Management Department.

After completing his BCom, he wasn't quite finished with study. A PGDipCom allowed him to delve into subjects he was passionate about, including International Strategy, Sustainability and Organisational Theory.

Nick was also heavily involved with the student-led organisation Ignite Consultants which provides a range of pro-bono consulting services in the social sector. This sort of practical work experience provided a great opportunity to help some of the most high-profile not-for-profit organisations in the country.

Otago has a reputation as an institution that offers considerably more than a simple academic education. Nick's advice is to complement your studies by immersing yourself in all Otago has to offer.



For questions about
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otago.ac.nz/management

