



Management

Leadership success starts
with Management

"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
Account Manager, Campus Management Corp.

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 are process-oriented, a "people person", a long-term planner or a deep and meaningful thinker, 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 your organisation 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, and 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 to study Management at 100-level. Because of the importance of communication, 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, and arts and leisure management companies, while others form their own entrepreneurial startup companies.

Often students will complement their Management degree with another degree, major or minor from Arts, Law or Science to enhance 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 and Operations Analyst
- Consultant and IT Recruitment
- HR Consultant

Recent employers include:

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

Student exchange

The University of Otago has exchange agreements with more than 100 institutions worldwide. 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 Otago Business School offers.

Management at Otago

Management is a major in the three-year Bachelor of Commerce degree 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 111 Business and Society, and MANT 101 Managing for Performance. This is a foundation for all 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

Brittany Williams BCom
Ngāti Mutunga, CVM Lead Analyst, Vodafone

Not getting university entrance didn't stop Brittany Williams getting to university. She finished school and even got a scholarship to Christchurch Polytechnic to study business administration.

An unfortunate series of family difficulties, bereavements and earthquakes saw Brittany transfer to Otago Polytechnic. "I wanted a fresh start to gain my independence and a better life. Studying became something I loved and wanted to do."

After completing a New Zealand diploma in business, she tasted success in a University of Otago summer school marketing paper and decided to go for a BCom in Management and Marketing.

"The staff were really welcoming and I had really strong support from the Māori Centre with counselling and tutorials. I was also mentored by a couple of my lecturers, which helped a lot."

Brittany graduated with a double major and her grades earned her a place on a Vodafone

graduate programme she discovered through He Kākano, a Māori entrepreneurship initiative.

"Otago had given me the skills I needed and helped me get into the programme. If it was not for my time at Otago I would not be where I am today."

Brittany is now employed by Vodafone as a lead analyst, a position she hopes to hold for a while before heading overseas. "It's a good industry to be in and I'd like to be able to get similar work in London in the future."

She credits Otago for helping her succeed. "Education is really valuable. So make the most of your opportunities and don't be afraid to try different papers. Have fun but do try to keep a good grade average. Studying was my life and it's paid off."

"My time at Otago made me more independent and allowed me to grow to be myself. It changed my life."



For questions about
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otago.ac.nz/management

