



Management

Leadership success starts
with Management

“Every day I leverage my university-learned skills to understand and affect customer decisions, track budgets, manage and motivate staff, develop relationships 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, and help you succeed in making businesses and organisations flourish.

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 appreciation of how staff behave, of power and influence, and of the nature of leadership.

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 and producing graduates who can deal with the complexity of our world. 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. Our department has key contacts across private and public sectors and leading experts in the field delivering authentic, evidence-based learning.

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.

Career opportunities

Our graduates can be found in a range of jobs in private business, not-for-profit organisations, government agencies, healthcare 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 moved into the following roles:

- 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

Student exchange offers a golden opportunity for you to step out of your comfort zone, experience new places and perspectives and add something exceptional to your CV. 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, offering you insights to a wide range of 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
- Ethics
- Human Resource Management
- International Management
- Leadership
- Operations Management
- Organisational Behaviour
- Strategy and Innovation
- Supply Chain
- Sustainability.

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. Management can also be one of the two majors that comprise a BACom or BComSc combined degree.

For questions about
Management
otago.ac.nz/management



PROFILES

Ambro Lynch BCom, Project Manager, i4Consulting

"My subject combination was formed through an interest in business strategy and innovation. I felt that a Management major would give me a fundamental understanding of core management practices, and an Entrepreneurship minor would complement it by offering unique insights into business development. The pairing enabled me to tailor my study into a personalised learning."

"This gave me an understanding of business operations from a management perspective. In my career to date this has been helpful in quickly identifying and contributing to businesses' needs and seeing the full picture, which has provided opportunities for interesting and unique roles."



Brittany Williams BCom, Ngāti Mutunga, CVM Lead Analyst, Vodafone

After completing an NZ diploma in business, Brittany 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."

