

Be rewarded, get involved, get hired!

Me momoho, me kūtoro, me whai mahi!

Stand out from the crowd

The Otago Business School has a well-deserved reputation for producing outstanding graduates in all fields of business, spread across the globe. We skill our students in methods of working both digitally and in person, wherever they happen to be, and in this way we provide them with their own passport to the world. Employers tell us they respect Otago's BCom graduates, but also say they love interviewing graduates who have done more than their minimum degree requirements and explored further opportunities for personal growth and development. While completing your Otago BCom consider the following:

- **International student exchange**
This programme allows you to study part of your Otago degree abroad.
otago.ac.nz/student-exchange
- **Practical experience and internships**
Many business papers offer you the opportunity to work with a real business on a practical project. The Business School's formal internship programme takes this to another level through a paid fixed-term contract.
otago.ac.nz/business/internships
- **Business Case Competition**
Put your theory to the test in a team environment to solve business problems.
otago.ac.nz/businesscase
- **Start your own business**
If you've got an idea for a product or service you need to know about Audacious – business mentoring, an entrepreneurial competition and The Distiller.
audacious.co.nz
- **The Otago Business School BNZ Bloomberg Markets Lab**
Provides students and faculty access to real-time and historical financial market data, news, and analysis.
otago.ac.nz/bloomberg

Securing that first job

Our quality academic programmes and independent lifestyle are a winning combination that sees employers actively recruiting our graduates. Many of our graduates hold high posts in national and international companies, while others have launched into successful self-employment.

otago.ac.nz/business/careers

Student groups

Enhancing your student experience by joining social and academic groups is a great way to get involved, meet people, gain practical experience, do something good for society or the environment, and help build a great CV.

Check out the following student groups:

COMSA (Commerce Students' Assn) – Offers social and academic support and activities for all Business School students.

comsa.org.nz

Ignite – Students consulting on problems challenging not-for-profit organisations.

igniteconsultants.co.nz

OFAS – The Otago Finance and Accounting Society caters to students studying Accounting and/or Finance.

otagofas.com

Pacific Commerce Students' Association – Pacific students helping and supporting each other.

otago.ac.nz/business/pacific

UniCrew – A student volunteer group helping the local community.

otago.ac.nz/volunteer

TTT (Te Tai Tuarā) – Aims to encourage and motivate excellence amongst Māori business students.

otago.ac.nz/tetaituara

Career Development Centre

This service offers information from career ideas and course advice to details of specific jobs or employers.

It also provides:

- personal career counselling
- employment-related seminars and resources
- networking opportunities
- CV and cover letter writing skills
- interview preparation skills
- on-campus careers fairs
- graduate and summer job vacancies
- information and assistance with job search strategies
- OtagoCareerHub.

Each year representatives from major companies within many sectors visit Otago to recruit students through the Graduate Recruitment Programme. Many students who gained their first job through this programme are now in senior management roles in those organisations, or used those initial placements to gain valuable work experience. Make sure you sign up to CareerHub so you know when employers are visiting campus – and don't leave it to your final year!

careerhub.otago.ac.nz

Entrepreneurial community

Dunedin has a thriving startup ecosystem with information, networks, advocacy and resources available to build companies and new organisations. From creative weekends, innovation hubs and co-working spaces, Dunedin is an evolving entrepreneurial city.

otago.ac.nz/ecosystem



1. PBRF Quality Evaluation (latest evaluation 2018)
2. 2020 Otago Graduate Opinion Survey
3. QS Online MBA Rankings 2021 #13 and #1 for Class Experience 2021
4. EQUIS, AACSB
5. World Leisure Centre of Excellence



BUSINESS SCHOOL
Te Kura Pakihi

Business at Otago

Te Kura Pakihi



Welcome to the Otago Business School at the University of Otago

Nau mai, haere mai, tauti mai ki Te Kura Pakihi o Te Whare Wānanga o Ōtākou



Professor Robin Gauld
Dean and Pro-Vice-Chancellor, Otago Business School

The world in which we live and conduct business is changing, and it's changing fast! The leaders of tomorrow, our future entrepreneurs, and those that help the wheels of commerce turn, will face economic, social and environmental issues that, in many cases, we are only just beginning to tackle. They will also develop solutions to currently unknown issues that humanity will face.

The future is exciting, while also challenging. We must strive to make business a "force for good".

Graduates from the Otago Business School gain not only a solid understanding of their chosen business discipline(s), and an appreciation of the wider business sector, but I hope they accept the challenge to ensure our communities grow culturally, socially, economically and sustainably.

You can be assured that your business qualification from Otago will be world-class. We hold dual international accreditation through AACSB and EQUIS, and are a founding member of the PIM network of the world's leading business schools. Your business qualification from Otago is a passport to travel and work anywhere in the world.



Bachelor of Commerce (BCom)

Otago's BCom lets you follow your interests in business and related subjects. With a flexible course structure, you can combine most subjects, majors and degrees to create a path that works for you.

Majors and minors

- Accounting
- Finance
- Human Resources Management
- Information Science
- International Business
- Management
- Marketing
- Philosophy, Politics and Economics
- Tourism

Minors only

- Business Analytics
- Entrepreneurship
- Hospitality

Core papers

All BCom students must take five introductory 100-level papers:

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|----------|------------------------------------|
| BSNS 111 | Business and Society |
| BSNS 112 | Interpreting Business Data |
| BSNS 113 | Economic Principles and Policy |
| BSNS 114 | Financial Decision-Making |
| BSNS 115 | Accounting and Information Systems |

Complement your major

Taking a wide range of papers from the Business School and the University as a whole allows you to build skills and a career that suits you. You can combine two specialisations and graduate with a double degree – the choice is yours. There are over 100 minors across Business, Science and Arts subjects.

Combined degrees

Otago offers both combined Bachelor of Arts and Business (BACom) and combined Bachelor of Business and Science (BComSc) degrees, which enable you to combine your enthusiasm for Business with Arts or Science subjects through four years of full-time study.

Bachelor of Entrepreneurship (BEntr)

A self-directed degree that equips you to change the world and realise your entrepreneurial potential as you create new products, services and ideas.

The degree has a flexible structure that allows you to follow your passions. You do not need to take a major to complete the BEntr. Or, you can choose any combination of a major or minor in Business, Humanities, Science, Applied Science or the Bachelor of Health Sciences.

Degree structure: required papers

First year

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| ENTR 101 | Starting a Venture |
| ENTR 102 | Applied Entrepreneurial Practice |

Second year

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| ENTR 201 | Foundations of Entrepreneurship |
| ENTR 202 | Applied Entrepreneurial Foundations |

Third year

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|----------|-------------------------------------|
| ENTR 301 | Advanced Topics in Entrepreneurship |
| ENTR 302 | Entrepreneurial Capital |

Plus any two of the following (not necessarily in third year):

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|----------|---|
| MANT 301 | Managing Innovation and Growth |
| MANT 340 | Indigenous Management and Organisation |
| MART 306 | Innovation and New Product Development |
| MART 308 | Integrated Digital Marketing |
| MART 333 | Creative Marketing Communication |
| ECON 318 | Behavioural Economics |
| AGRI 321 | Agricultural Production and Food Security |
| ENVI 311 | Environmental Issues |

Postgraduate options

Taught masters' degrees (on campus)

- Otago MBA
- Master of Accounting and Finance
- Master of Business Data Science
- Master of Economics
- Master of Entrepreneurship
- Master of Finance
- Master of International Business
- Master of Marketing
- Master of Sustainable Business
- Master of Tourism

Distance/block courses

- Postgraduate Certificate in Digital Health
- Postgraduate Diploma in Digital Health
- Otago MBA
- Otago DBA
- Master of Business Data Science
- Master of Sustainable Business
- Master of Entrepreneurship
- Otago DBA research programmes

Further study options

- Executive Education

Research programmes

- Otago DBA
- Master of Commerce
- PhD

International study options

- Online MBA in Chinese (Beacon Education)
- DBA in Chinese or English with Chinese translation from China (Shanghai Jiao Tong University)